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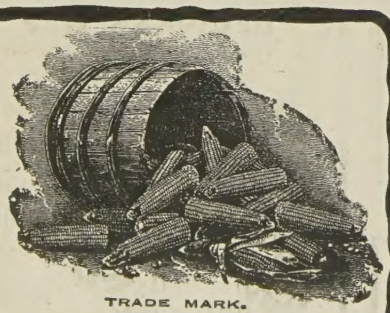
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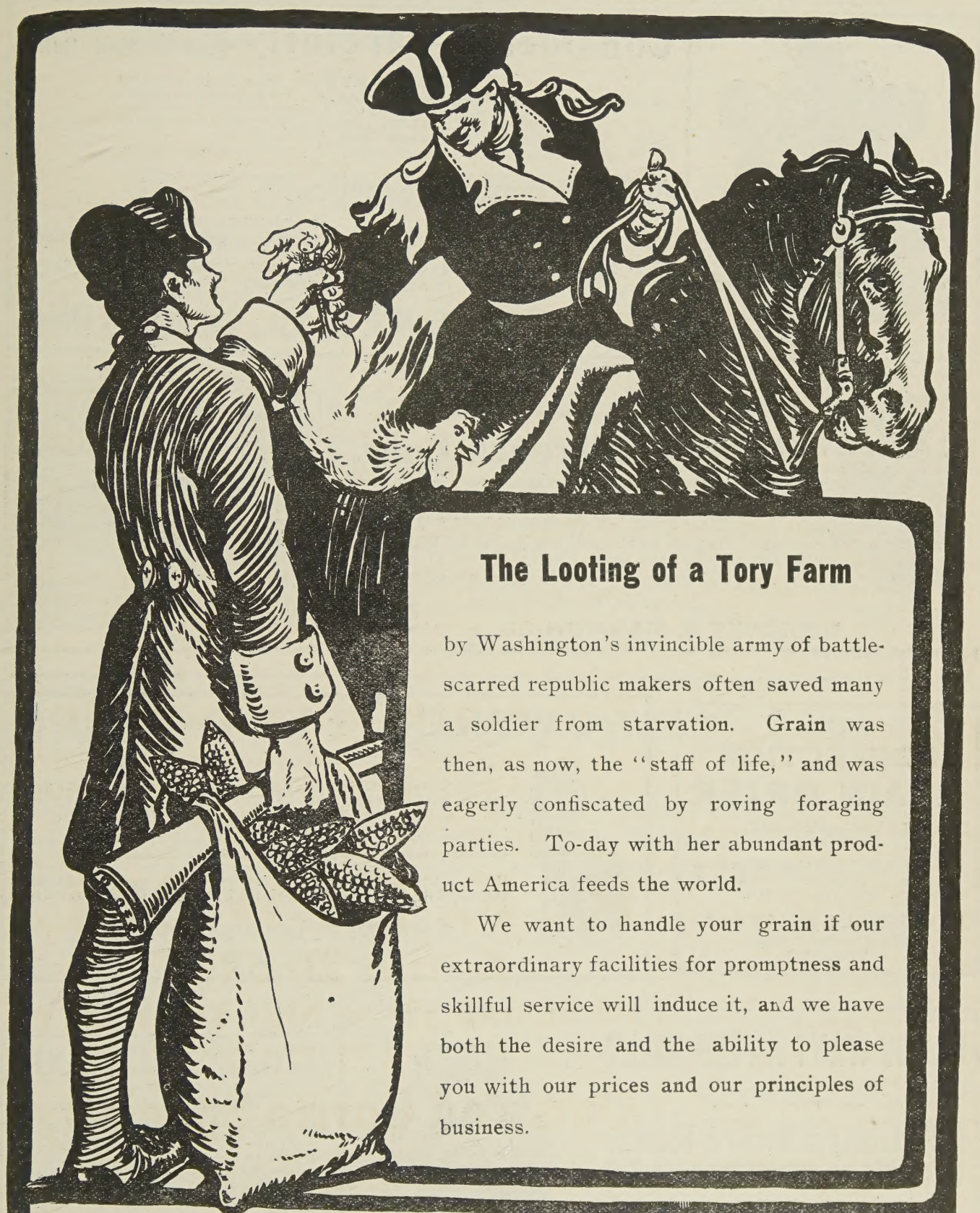
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Offer me all grades of grain and mill feeds, for either domestic or export sale. I have unusual facilities for marketing export flour and round lots of salvage grain.

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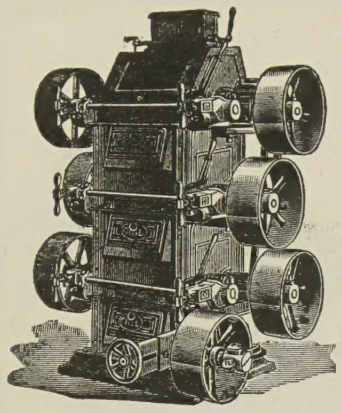


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by Washington's invincible army of battle-scarred republic makers often saved many a soldier from starvation. Grain was then, as now, the "staff of life," and was eagerly confiscated by roving foraging parties. To-day with her abundant product America feeds the world.

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The 9x18 Corn and Feed Mill I bought from you has given me the best of satisfaction in every way. It is very easy to handle, so much so that a boy 16 years old can make the best of meal with it without trouble, and I find it grinds one-half faster than a set of 4 ft. buhrs and without nearly so much power to run.

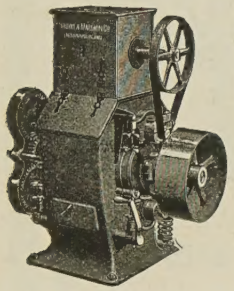
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For Durability, Simplicity, Large Capacity, Uniform Grinding and Light Running, our Mills are Unexcelled.

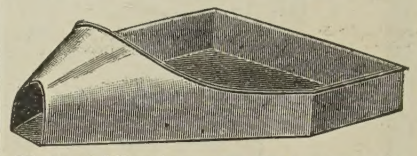
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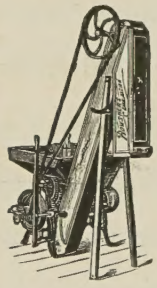
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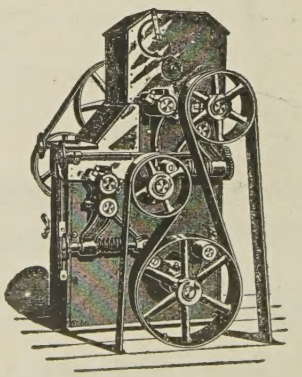
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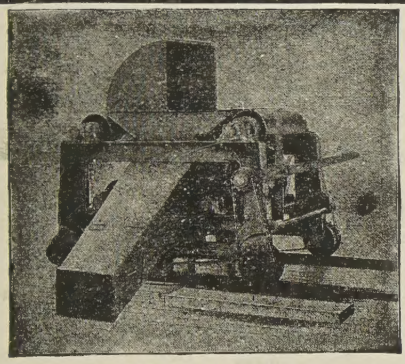
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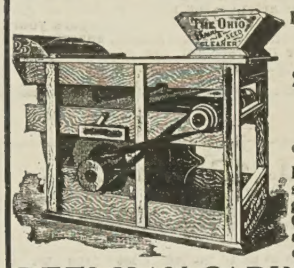
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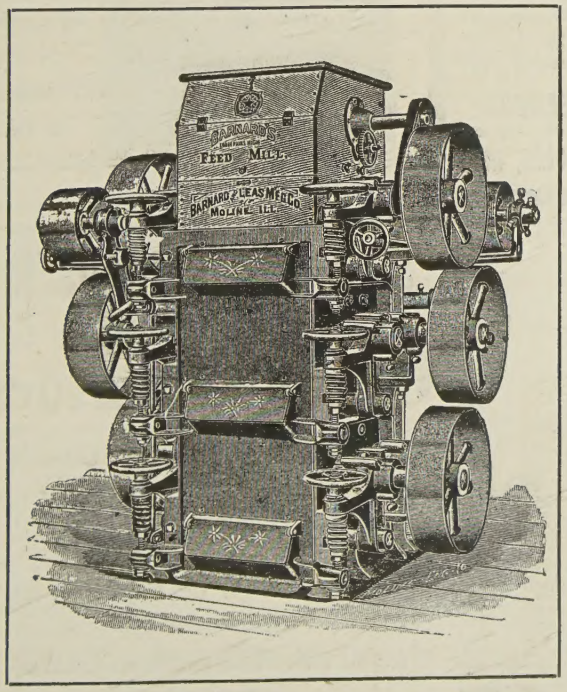
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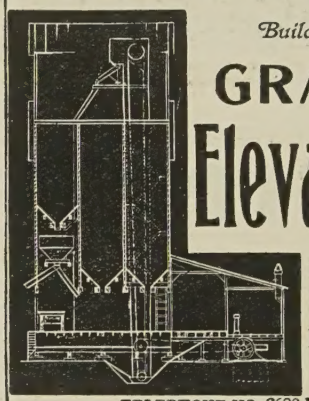
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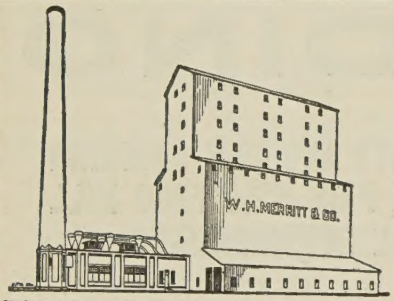


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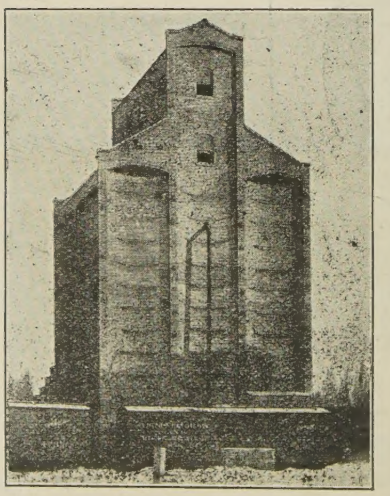
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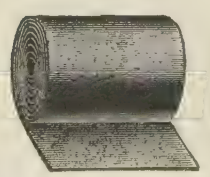
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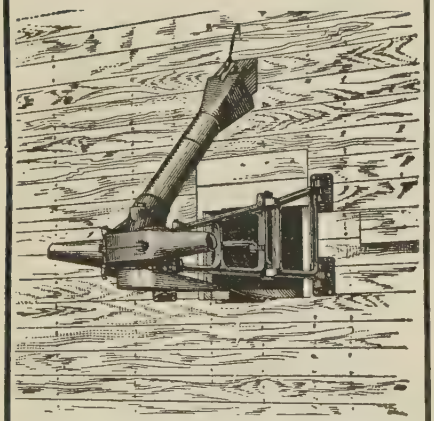
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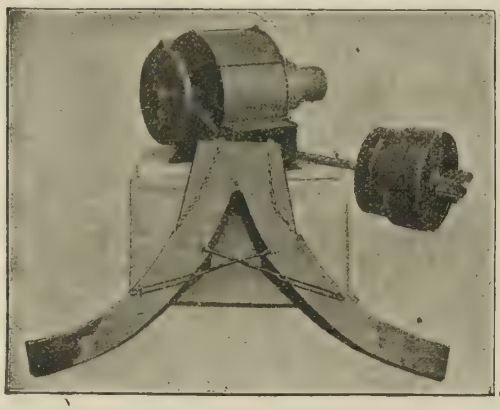
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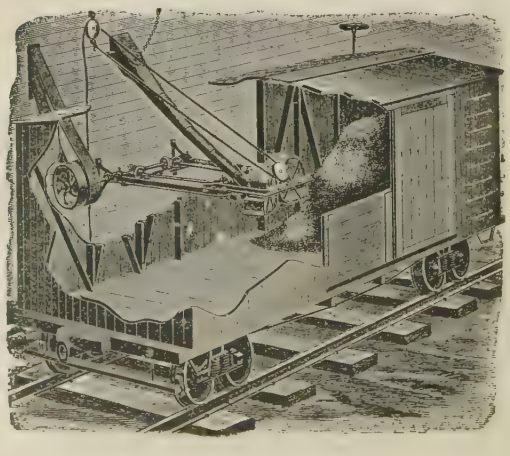
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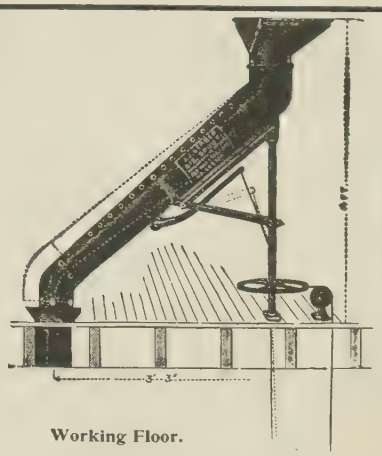
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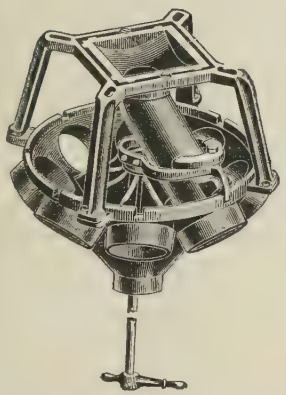
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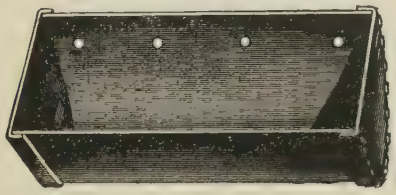
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Wagon Loads Received FORM 380

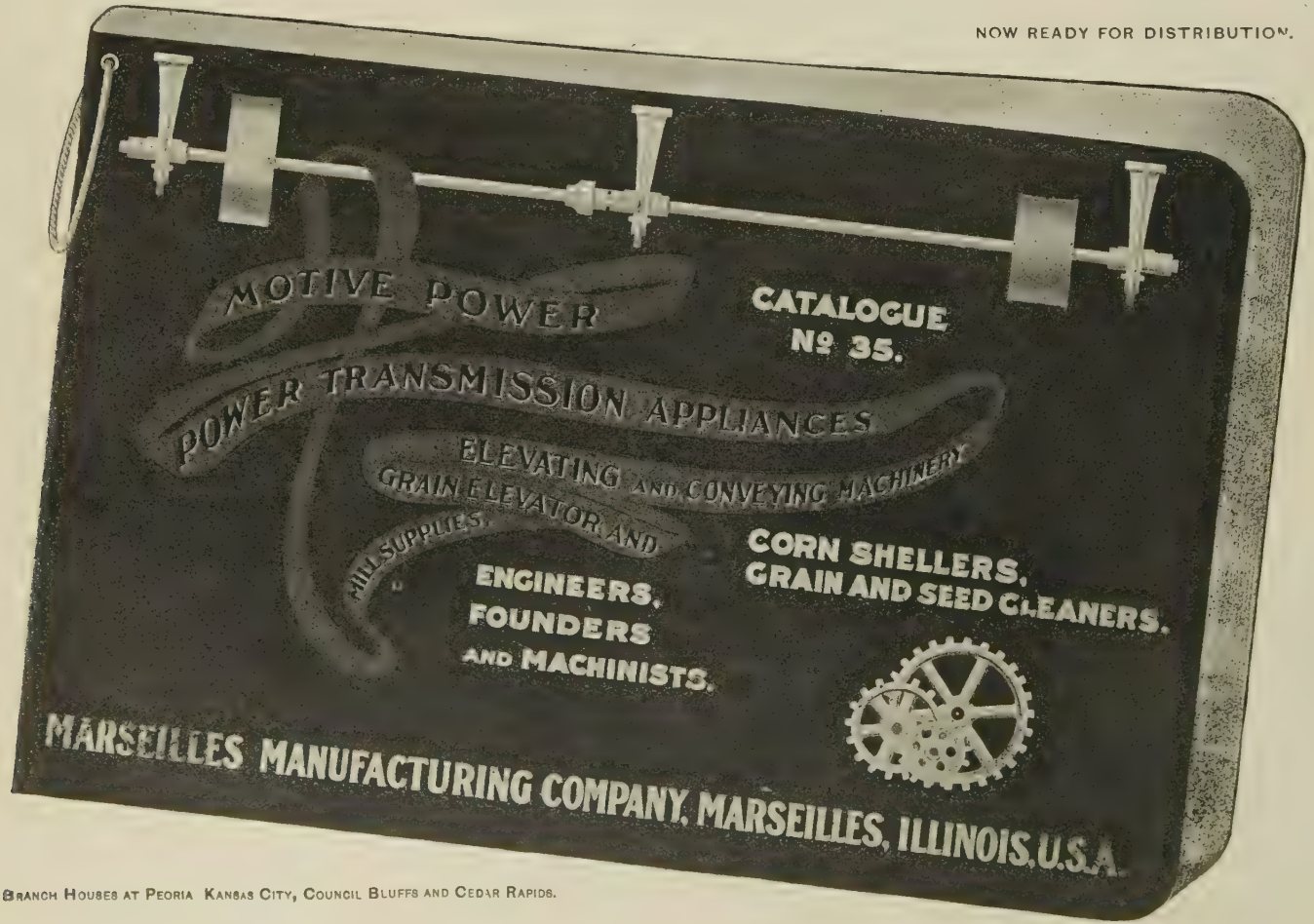
For the use of country grain buyers in keeping a record of grain received from farmers.

It is 9½x12 inches, contains 160 pages, giving room for records of 3,000 loads. Its column headings are: Month, Day, Name, Kind, Gross and Tare, Net Pounds, Bushels, Pounds, Price, Dollars, Cents, and Remarks. The book is printed on Record Line Ledger Paper and is well bound in strong board covers, with leather back and corners. Price, $1.50.

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Gross Premium Notes	$697,501.33
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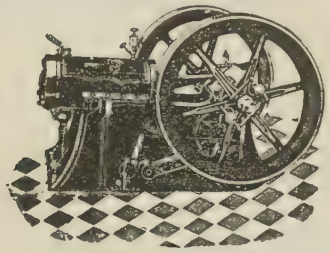
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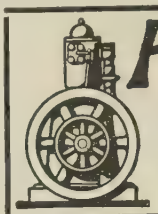
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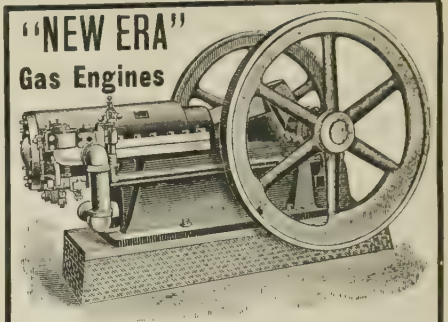
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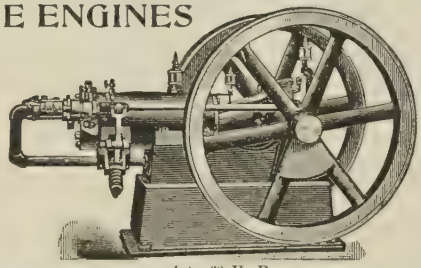
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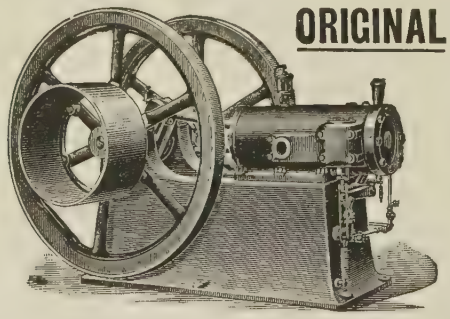
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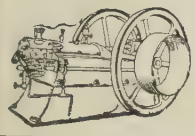
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Bushel Prices.

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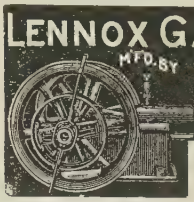


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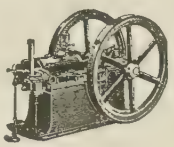
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BRUNNER ELEVATOR ENGINE

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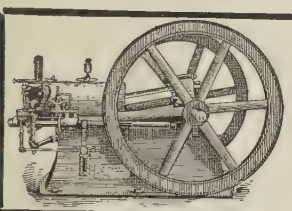
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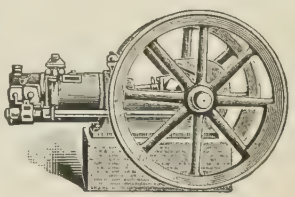
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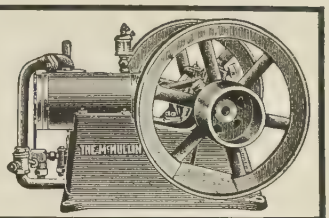
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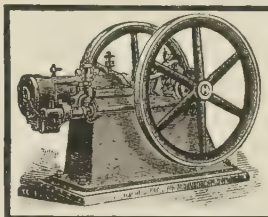
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This book contains all the practical points needed by a purchaser, owner or operator of a Gas or Gasoline Engine. The book contains 130 pages, and every paragraph is numbered.

The index is complete, occupying thirteen pages. In it every point regarding Gas and Gasoline Engines is listed alphabetically. The page and paragraph numbers are given which enables the user readily to find the information desired.

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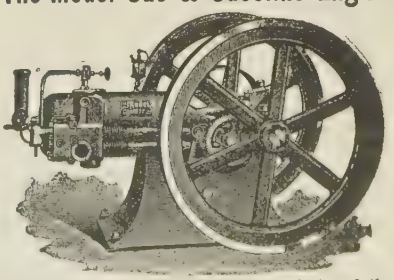
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Our machines require a small amount of power, and the quality of their separations have not yet been equaled by any Cleaner.

A TESTIMONIAL.

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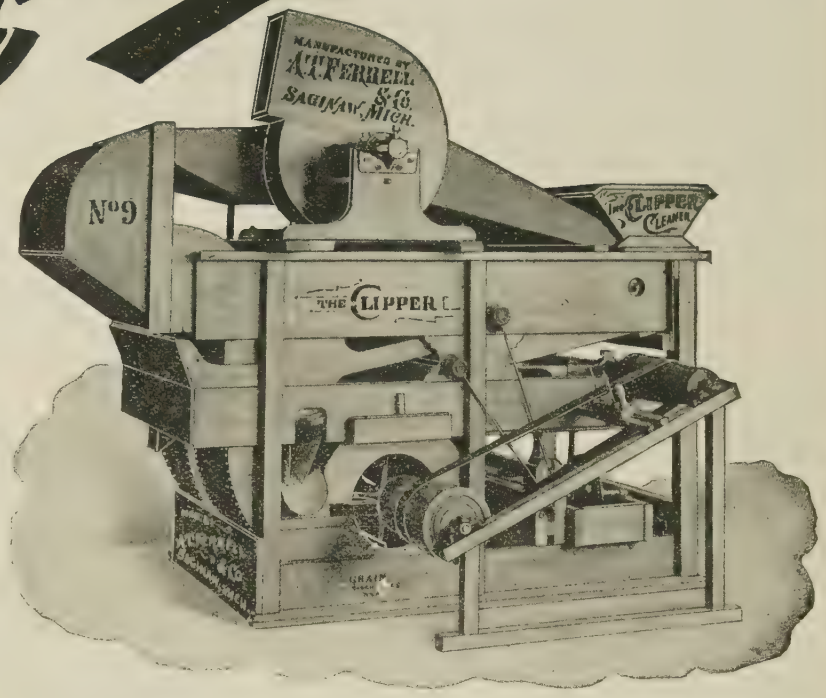
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EXCHANGE for good elevator in s. e. So. Dak., or n. w. Iowa, ½ sec. good land in S. D.; also ¼ sec. timber land in Clatsop Co., Ore. Address Lock Box 66, Tyndall, S. D.

WANTED: A small elevator or dump in good corn section, eastern Kansas preferred; will buy or rent. Give particulars and price. Address Small, box 2, care Grain Dealers Journal, Chicago.

WANTED TO BUY AND SELL ELEVATORS. List your grain elevators with me. I have cash buyers and can guarantee satisfactory prices for properties. Address Aaron Smick, Decatur, Ill.

IF you want to sell your elevator, advertise it in the "Elevators for Sale" column of the Grain Dealers Journal. This will place your property before all probable buyers and insure your getting a good price for it.

ELEVATORS WANTED. If you wish to sell or lease your elevator, list same with us. It costs nothing unless sale is made, and then only $1 for each sale resulting. Elevator Agency, 72 Traders bldg., Chicago, Ill.

WANT to buy a good elevator in good territory; eastern Ind. or western Ohio preferred. (Prefer corn and oats territory.) Must be in good town and handle not less than 100,000 to 250,000 bus. per year. Address E. B., box 1, care Grain Dealers Journal, Chicago.

ELEVATORS FOR RENT.

FOR SALE OR RENT: Elevator on belt line, Chicago, fully equipped for grain salvage and general business. New Hess Drier, cleaners, separators, etc., ready for business. A fine opportunity and on most favorable terms. Chicago Grain Salvage Co., 708 Tacoma bldg., Chicago.

MISCELLANEOUS FOR SALE.

CORN CRIB VENTILATORS, adjustable, fit any crib, reduce liability of deterioration to a minimum, the invention of N. S. Beale, Tama, Iowa. Write for particulars.

BOILERS; engines; pumps; heaters; corn shellers; warehouse cleaners; belting; buckets; transmitting machinery; complete elevator outfits. Correspondence solicited. Pittsburg Steel Shafting Co., Toledo, Ohio.

OHIO mill, elevator and hay warehouses for sale; 70-bbl. mill, 15-000-bu. elevator combined. Two hay warehouses, 200 tons capacity; 250 cars shipped last year. Will sell separately or all together. Address Buckeye, box 1, care Grain Dealers Journal, Chicago.

Grain Trade Books

of all kinds can be obtained at the office of the

GRAIN DEALERS JOURNAL, CHICAGO.

GRAIN DEALERS' EXCHANGE.

The rate for Advertisements in this department is 15 cents per line each insertion.

ENGINES FOR SALE.

GASOLINE engine of 10 h.p. for sale. Winnipeg Elevator Co., Winnipeg, Man.

SPRINGFIELD 10-h.p. Gas Engine, $275. Carl Anderson Co., 23 N. Clinton-st., Chicago.

GASOLINE engine for sale; 12-h.p. Charter, complete; run only 1 week. The A. C. Tiede Co., Elkport, Iowa.

SECONDHAND GAS and gasoline engines bought, sold or exchanged. J. M. Johnston. 217 Lake st., Chicago.

GASOLINE and STEAM engines sold and erected anywhere. A few bargains in 2d hand. Will exchange. J. D. Wallace, Champaign, Ill.

BOILERS, engines and gasoline engines, 6 to 35 h.p., $40 and up. Bargains in stacks, feed mills, etc. Bicknell Hdw. Co., Janesville, Wis.

FOR SALE.—Replaced with larger engine. Buckeye Automatic 9x14 in good condition. Bourbon Ele. & Milling Co., Bourbon, Ind.

ONE second-hand tubular boiler, 16 ft. by 52 in.; 20-ft. smokestack, 24 in. diam. Price, $100, f. o. b. cars, Kempton. M. J. Lee & Son, Kempton, Ind.

FOR SALE: 40 ft. of 18-in. No. 14 smokestack, nearly new; one boiler extension 42 in. No. 12 steel; one 25-h.p. slide valve steam engine. Geo. E. Wilson, Hepburn, Ia.

CENTER CRANK ENGINE for sale; 14x10; manufactured by the Erie City Iron Works; rated at 70 h.p.; used about 4 years; in first-class condition. Inquire Iron Elevator & Transfer Co., Buffalo, N. Y.

ENGINES for sale: 17 & 29x22-in. Williams auto. tandem comp.; 16x42-in. Reynolds Corliss, R.H.; 12x24-in. slide valve; 5¼x10-in. 2-cylinder, belt-driven Deane pump; 15-h.p. vertical gas engine. W. S. McKinney & Co., 210 Dearborn-st., Chicago.

STEAM AND GASOLINE engines for sale; 26, 12 and two 3-h.p. Charter; 17-h.p. New Era; 4-h.p. Racine, and 5-h.p. Fairbanks Gasoline Engines. Steam engines of 15, 35 and 40 h.p., and boilers of 20, 40 and 50 h.p. C. D. Holbrook & Co., Minneapolis, Minn.

FOR SALE—Second-hand gasoline engines, 1 to 50 h.p. Why buy new engines when we sell slightly used and guaranteed at one-half original cost? We have all makes and all sizes. Write us, stating your needs. Price Machinery Co., 507 Great Northern bldg., Chicago, Ill.

SECOND-HAND gasoline engines cheap; 30-h.p. Webster, $600; 12-h.p. Fairbanks-Morse, $350; 15-h.p. Chicago, $375; 7½-h.p. Fairbanks-Morse, $275; 4-h.p. Fairbanks-Morse, $190; 6½-h.p. Webster, $250; new 16-h.p. Dayton, $550; f. o. b. cars Chicago. A. H. McDonald, 36 W. Randolph-st., Chicago.

ONE 9x14 40-h. p. Atlas Automatic Side Crank Engine and one 40-h. p. portable boiler on skids, with 48 3-inch tubes, 22x44 foot stack. This plant has been used carefully for three years and is in first-class condition. May be seen running until June 25th. Address for particulars, Pittsburg Steel Shafting Co., Toledo, Ohio.

MACHINES FOR SALE.

STEAM, 25-h. p. engine, in good shape; for sale cheap. Address Eschenburg & Dalton, 169 Jackson-st., Chicago.

ONE 12-h. p. Ideal Balance Valve Horizontal Steam Engine, 7 in. bore, 10 in. stroke, weight 1,800 lbs., complete with lubricators. Price, $140. One h. p. horizontal steam engine, center crank, 6 in. bore, 8 in. stroke, weight 700 lbs., complete with lubricators. Price, $100. J. Thompson & Sons Mfg. Co., Beloit, Wis.

ONE 34-h. p. Fairbanks gasoline engine, practically new, $600; one 28-h. p. Fairbank's gasoline engine, $500; one 18-h. p. Olds' gasoline engine, $375; one 15-h. p. Olds' gasoline engine, $325; one 15-h. p. Webster gasoline engine, $425; one 12-h. p. Webster gasoline engine, $400; one 10-h. p. Webster gasoline engine, $375. The Webster engines are the latest improved. For sale by Allen P. Ely & Co., Omaha.

ENGINES WANTED

WANTED: 25 to 35 h.p. gas or gasoline engine. Must be in good repair and cheap. Address Box 769, Piqua, O.

MACHINES FOR SALE.

ONE L No. 1 Scientific Feed Mill, good as new, for sale cheap. Box 48, Cedarville. O.

WILLFORD 3-roller mills for sale; one No. 1, one No. 2. C. D. Holbrook & Co., Minneapolis, Minn.

TWO SMITH LIFT DUMPS for sale, almost new. Price reasonable. Mattoon Elevator Co., Mattoon, Ill.

A CORN, oats and wheat cleaner of large capacity; a bargain; 10 days' trial. B. S. Constant Co., Bloomington, Ill.

CAR MOVERS, double clutch, best on the market, sent on thirty days' trial. Address Pittsburg Steel Shafting Co., Toledo, Ohio.

A GOOD FEED MILL for sale at a reasonable price. It is in fine condition. Address Eschenburg & Dalton, 169 Jackson-st., Chicago.

SHELLERS, CLEANERS & CLIPPERS of different makes; second-hand, good condition; at low prices. Address A. S. Garman & Sons, Akron, O.

OAT CLIPPER, 2,500 bu. capacity; wheat cleaner and improved dustless corn sheller for sale. All new and in good repair. Berry-Horn Coal Co., Bank of Commerce bldg., St. Louis, Mo.

ONE 18-in. vertical French burr stone; 1 14-in. vertical French burr stone; 1 advance wheat brush; 2 600-pound portable scales; 1 Western Mill Sheller; 1 2-hole corn sheller; 2 32x6 ft. hexagon corn meal bolts; 2 18x60 in. corn meal sieves, for sale. Also a lot of shafting, pulleys and belting and 50 stands of elevators complete. Address The E. E. Hollister Co., 116 North Front street, Quincy, Ill.

BAGS New & Second Hand
All sizes to order. Write for prices.
CINCINNATI BAG CO., CINCINNATI, O.

ENGINES FOR SALE.

METCALF Bifurcated Car-Loaders for sale; bargain, secondhand. T. V., box 1, care Grain Dealers Journal, Chicago.

TREAD POWER for sale. A good 2-horse tread power, in good repair, 100 ft. No. 67 detachable chain and 110 8x5 cups. C. T. Sidwell, Florence, Iowa.

WANTED—Grain elevator men who want grain handling machinery of any description, new or second-hand, can get their wants promptly supplied by advertising them in this department.

OAT CLIPPER for sale, No. 9, latest improved Monitor, never been run. Or exchange for feed mill with capacity of 5 to 7,000 lbs. per hour. Address Clipper, box 7, care Grain Dealers Journal, Chicago.

ABOUT 150-ft. Jeffrey Chain Conveyor, suitable for an ear corn drag or for conveying small grain either from dump or from storage bins. For further particulars and price write to Churchill & Co., Buffalo, N. Y.

VORTEX dust collector 9x18; 24-in. steel plate exhaust fan, opening 12 in.; 100 ft. galvanized 12-in. pipe; all good as new; Dickey Dustless Separator, No. 2, with set of barley sieves; good order. E. A. Brown, Fulton, Ill.

FOR SALE.—Two, latest model, Eureka Oat Clippers of 1,500 bushels capacity, each, per hour; also one Barnard & Leas, latest model, Oat Clipper, same capacity. Address D. Rothschild Grain Co., Davenport, Iowa.

OAT CLIPPERS for sale at half price of new; two B. & L. 1,000-bushel clippers, replaced by machines of larger capacity, same make. Used one season; in good condition. Address C. G. M., box 12, care Grain Dealers Journal, Chicago.

SHELLER AND FEED MILLS for sale: Cyrus Roberts Corn Sheller, 8-in. cylinder, right angle or parallel hitch, with 46 feet, 12-in. drag belt. One No. 9 Bowsher Feed Mill (this mill will grind ear corn in shucks). Above machinery has been used only part of one season. Also 9x18, 3-pair high, 6-roller mill and bolter, used for grinding corn; all in good repair. Meyer Grain Co., Belton, Tex.

MACHINES WANTED.

FEED MILL wanted, a No. 8 Bowsher; secondhand; but must be in good repair. Duncan Bros., Braman, Okla.

SECOND-HAND

Sheller, Cleaners, Clippers, Scales, Feed Mills, Steam Engines, Boilers, Gasoline Engines, Belting, Buckets, Conveyors or any other elevator machinery can be bought or sold quickly by placing an ad. in the "Wanted" or "For Sale" columns of the

GRAIN DEALERS JOURNAL
OF CHICAGO.
COSTS 15 CENTS PER LINE.

GRAIN DEALERS' EXCHANGE.

The rate for Advertisements in this department is 15 cents per line each insertion.

SITUATIONS WANTED.

POSITION WANTED as errand boy by Ira Dean, 71 Traders' Bldg., Chicago.

POSITION wanted as superintendent of elevator. Twelve years' experience; good references. Address H. T. M., box 1, care Grain Dealers Journal, Chicago.

POSITION wanted with good reliable grain commission firm. Can control $5,000 to $10,000 commissions per annum. Address H. C., box 11, care Grain Dealers Journal, Chicago.

POSITION as bookkeeper and office man; three years with present employers. Good reasons for wishing a change. Can furnish good references. Address B. L., box 10, care Grain Dealers Journal, Chicago.

HELP-WANTED advertisements invariably bring twenty times as many replies as any other. If you want help, advertise in The Grain Dealers Journal and you will have a large number of applicants to select from.

SITUATION WANTED by a practical elevator man as foreman; has had 20 years' experience in handling all kinds of grain, and thoroly understands the business. References furnished. S. W., box 12, care Grain Dealers Journal, Chicago.

WANT TO REPRESENT in Michigan large firm who are buyers of Michigan grain. Ten years' experience in cash grain business; five years' traveling buyer. For full particulars address B. Z., box 11, care Grain Dealers Journal, Chicago.

POSITION WANTED in country grain office. Sixteen years as weigher, bookkeeper, manager, in grain offices. Originator of set books and grain tables. Can hold confidence of farming trade. Popular references. R. C., box 2, care Grain Dealers Journal, Chicago.

POSITION WANTED by married man, as traveling grain buyer or salesman in any territory east of Ill. Ten years' experience in the cash grain business, both road and office. Personally acquainted with the eastern trade. At present time have charge of the buying and selling for large grain jobbing house who have a large eastern and southern account. Best of reasons for wishing to change, and best of references furnished. Address Smith, box 12, care Grain Dealers Journal, Chicago.

PARTNERS WANTED.

WANTED—Party with $5,000 to $10,000, to join hands with me in the cash grain business in Michigan. A splendid opportunity. Full particulars by addressing P. G., box 11, care Grain Dealers Journal, Chicago.

SCALES WANTED.

SCALES not in use can be sold quickly and at small cost by advertising in our department, "Scales for Sale."

WANTED: 6-ton wagon scales, with dump attachment; and entire machinery for elevator. G. J. Biddick & Son, Livingston, Wis.

HELP WANTED.

EXPERIENCED GRAIN BUYER wanted for our elevator at Edmore. Man from the northwest preferred. E. G. Burgess & Co., Northwood, N. D.

WANTED—Experienced man to buy grain and hogs, sell lumber and coal, in western Iowa; $50 month year round for right, sober man. Address E, box 2, care Grain Dealers Journal, Chicago.

WANTED: An experienced elevator man who thoroughly understands cleaning of oats, for a large transfer elevator in the country. Address G. G., box 2, care Grain Dealers Journal, Chicago.

SUPERINTENDENT or foreman, competent man to take charge of a strictly modern house. Must understand mixing and cleaning. References required. B. H., box 2, care Grain Dealers Journal, Chicago.

SCALES FOR SALE.

SCALES, 2d-hand, all sizes, also new ones cheap. Chicago Scale Co., Chicago.

SIXTY-bu. hopper scale for sale. A. F. Chase & Co., 215 3d-st., So. Minneapolis, Minn.

HOPPER SCALE for sale, 60-bushel Fairbanks. C. D. Holbrook & Co., Minneapolis, Minn.

FLOOR SCALE for sale, Fairbanks, capacity 5,000 lbs, platform 4 ft square. Mattoon Elevator Co., Mattoon, Ill.

SECONDHAND SCALES—Railroad track, wagon, dump and grain scales of different make and capacity. Borden & Selleck Co., 48 Lake-st., Chicago.

MISCELLANEOUS.

A YOUNG business man, having expeience in wholesale grain and feed business in East, also as buyer in West, wishes to enter firm or corporation in central states, who desire to engage in supplying eastern and southern markets with oats, corn, feed, hay. Will invest in good firm. Can give references and will require same. Give particulars. R. H. Montgomery, Durand, Mich.

MILLS FOR SALE.

200-BBL. MILL and 30,000-bu. elevator on the Clover Leaf for sale at a bargain. J. D. Fritch, Frankfort, Ind.

ONE 75-barrel mill in Central Ohio, located on two trunk lines, very prosperous and progressive town; owner has made money enough and wishes to retire. Address for full particulars, P. O. box 501, Toledo, Ohio.

100-bbl. merchant and exchange, wheat and corn mill, steam power; 3-story and basement brick, 43x33. Three-story frame joining, ironclad, 33x33. Storage capacity 5,000 bu. wheat. Good brick engine room and stack. Good barn and shop, separate one-story frame, 50x50; bins for storing 6,000 to 7,000 bu. wheat or corn. Location good. Will sell cheap. Address A. W. Songer, prop., Kinmundy, Ill.

MILL PROPERTY for sale, with wholesale and retail and grist business; flourhouse, warehouse, barn. Creamery on ground pays $200 a year and draws trade. Mill 2½ story and basement, containing 2,000 bu. grain storage, tubular boiler, automatic engine, 5 elevators, good sheller; 3-high 6-roller mill; 1 stand single rolls; 2 buckwheat and rye reels, corn-meal bolt, scales, trucks. Best location, on Main-st., lot alone worth $1,500; my price is $3,500; no trade. T. G. White, Marion, Iowa.

A MILLING, GRAIN AND FEED business for sale; located at South Bend, Ind. Modern mill, 300-barrel capacity; feed mill separate; 3,650 inches water power; both mills thoroughly equipped; good power. South Bend is a city of 40,000; 5 railroads. Fine farming country. Only one other mill in the city. This is an attractive proposition for one who understands and wishes to engage in the milling and feed business. Must be sold by Sept. 1, 1902. For full particulars inquire of Albert H. Cushing, trustee, South Bend, Ind.

We are in the market to buy several Grain Stations throughout Central Illinois. Write us, giving price description of plant, and territory.

Burks Grain & Elevator Co.,
Receivers and Shippers,
Decatur, Ill. Detroit, Mich.

GRAIN DEALERS JOURNAL

255 La Salle St., Chicago, Ill.

..... 190

Gentlemen—Enclosed find One ($1.00) Dollar, for which please send the *Grain Dealers Journal* on the 10th and 25th of each month for one year to

Name of firm

Capacity of Elevator bus. Post Office

State

LUMBER

We sell to everyone at the same price, strictly wholesale rates. We will sell to anyone.

JOHN SPRY LUMBER CO.,

ASHLAND AVE. AND 22ND ST., CHICAGO, ILL.

COMPLETE ELEVATOR OUTFITS.

We are HEADQUARTERS for Buckets, Scoops, Conveyors, Belting and all kinds of Supplies. Send us your Bill for Estimates.

MIDLAND MACHINERY CO.,

248 4th Ave. So. MINNEAPOLIS, MINN.

Prompt Shipments Guaranteed.

If You Want to Reach

The Grain Dealers of the Country Advertise in the Grain Dealers Journal.

BETTER PRICES

FOR YOUR GRAIN

can readily be obtained if you will purify it before shipment. Impurities, such as smut, must and mold odors can be entirely removed, and unnatural stains from water or other causes can be removed by our patent process of purifying and the grain made sweet and bright.

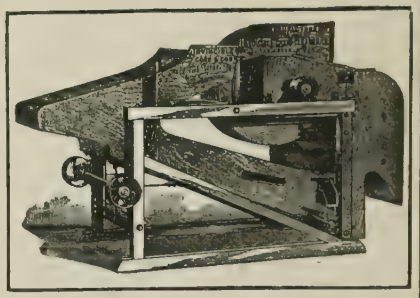
A purifier can increase your profits enough to pay for itself in a short time. Write for particulars to

The American Grain Purifier Constructing Co.

DAVENPORT, IOWA, or KENTLAND, IND.

THE INVINCIBLE

CORN AND COB SEPARATOR AND CLEANER



IT cleans corn and separates the cobs from the shelled corn, as it comes from the sheller, with one operation. It is durable, light running and dustless. Your corn will never grade dirty when this machine is used. This machine is fully guaranteed and shi ped to responsible parties on thirty days' trial.

We manufacture Oat Clippers, Receiving Separators, Scourers and Cleaners, Needle Screen Gravity Separators and Spiral Belt Separators. SEND FOR CATALOG

INVINCIBLE GRAIN CLEANER COMPANY

INVINCIBLE WORKS

SILVER CREEK, NEW YORK

REPRESENTED BY

W. J. SCOTT, . . Wyoming Hotel, Chicago, Ill.
EDW. A. ORDWAY, 512 Exchange Bldg., Kansas City, Mo.
CHAS. H. SCOTT, . Nicollet Hotel, Minneapolis, Minn.
J. N. BACON, . . Balcherne Block, Indianapolis, Ind.

He Got the "Ha! Ha!"

WHEN the man with the Machine-that-Does-the-Work first comes around he gets the "Ha! Ha!" as they say "Out West."

The man who is in the grain business to make money, says: "Why, my dear fellow, I can beat your price by so-much."

Of course he can.

You see the maker of the Machine-that-Does-the-Work has been so busy making a machine that would double-discount any other make for *Work*, that he left the little price out of it.

The Grain Dealer and Elevator Man is so busy getting that odd ten-dollar bill knocked off that he forgets the twenty-dollars less in *effectiveness* he is going to get.

The Monitor Machine does the work.

There is no better grain-cleaning machinery made than the kind that bears the Monitor trade-mark.

GRAIN MEN have been hunting them for 20 years, and they are still hunting.

"The Man who laughs last, laughs best"—good old saying that, but there is the whole philosophy of it in a nut shell.

Do not tire yourself out laughing at the dollars-larger price of the Machine-that-Does-the-Work—you may need some of that energy to help you keep the cheap machine going, or to swear because it doesn't do what you bought it to do.

When you want us—let us have a letter. We go anywhere for business.

The Huntley Manufacturing Co.

THE MONITOR WORKS
Everything in Grain-Cleaning Machinery

SILVER CREEK, N. Y.

GRAIN DEALERS JOURNAL

Published on the
10th and 25th of Each Month

BY THE

GRAIN DEALERS COMPANY

255 La Salle Street,
CHICAGO, ILL.

CHARLES S. CLARK,
Editor and Manager.

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To Foreign Countries within the Postal Union, postage prepaid, $1.75 per year.

Advertising Rates

furnished on application. The advertising value of the Grain Dealers Journal as a medium for reaching the grain dealers and elevator men of the country is unquestioned. The character and number of advertisements in its columns tell of its worth.

Letters

on subjects of interest to those engaged in the grain trade, and trade news items are always welcome.

CHICAGO, ILL., JULY 25, 1902.

Interview candidates for office on questions affecting your business before election.

Send us a statement of the condition and prospective yield of grain in your section.

Attend all of your local meetings and get next to competitors. It will pay satisfactory dividends.

Before you start to load, remember that the poorly coopered car invariably leaks and at your expense.

The time of year when the cheaply constructed elevators take a tumble to themselves is near at hand. Keep out of them when they are loaded.

Fewer railroads will furnish cars to scoopers for warehouse purposes than ever before. Elevator men who have grain ready to load will be taken care of.

The grain dealer who fears to let it be known that he is a member of an association is always pitied by many fellow dealers who are proud of their membership.

The erratic grading of some of the Chicago inspectors reminds one of the fact that the grading was done before and after the corner. The department needs a shaking.

Minneapolis cannot expect to become an attractive market for coarse grains until fair and equitable rules governing the grading of such grains are adopted and rigidly maintained.

Did it ever occur to you that the percentage of profit realized by the grain dealer on the business conducted is less than one-sixth of what the grocer or the dry goods merchant demands? Yet that is the truth of the case. It would seem that the dealer was justly entitled to a reward more in keeping with the service rendered.

Car sweeping in Minneapolis is almost a thing of the past, so much to the credit of the Minnesota Weighing Department. The practice is one which should not be tolerated in any market.

If you desire to get the most benefit out of your association, and also to help it to benefit others, keep in touch with its work and promptly reply to all communications from your secretary.

The receiver who hangs large framed signs in every station on lines of railroad tributary to his market is showing a disposition to go around the regular country shippers, hence cannot expect much grain from them.

Did you ever put yourself in his place when you find it impossible to believe your competitor is not striving to drive you out of business? Do not be too positive in your conclusions until you have looked on both sides of the fence.

The dealer who prefers the settlement of his differences before a jury by a jackleg lawyer rather than before a committee of competent grain men, evidently fears his case is so weak it can be won only through the ignorance and density of the jury.

The regular dealers who refuse to join the association or to work in harmony with competitors should become professional philanthropists. Then they can get relieved of their money with much less care and irritation and have something to their credit.

When the regular grain dealer breaks his leg he immediately calls in the doctor, but if he breaks off harmonious relations with his competitors he lets it run until a meeting of his association and then raves against the organization because it has not helped him.

The first cost of an elevator is not the only cost to be considered. The cheapest houses give out the quickest, and need the most repairs. The quality of workmanship, the kind and quantity of material to be placed in an elevator merit much closer scrutiny than price.

The new barley crop will soon be stained by the rains and then the malsters will fly into a fury if the grain dealers attempt to bleach or purify it, BECAUSE they want the full profit of such work. Bleaching malt with sulphur has long been a common and profitable practice.

As old insurance policies expire, elevator men continue their demand for reliable insurance at lower cost. One excellent plan was presented at the annual meeting of the Southern Minnesota Association. In reality it is nothing but a partnership on the Lloyd's plan, and would last but a year. It would be much better for the elevator men to place their risks with the established flour mill mutuals.

The Great Northern Railway company has agreed to furnish a train for transporting a road-making outfit thru the northwest for the purpose of instructing the people along its line in the way of making good roads. This surely will benefit the elevator men in that it is likely to insure good roads for a greater portion of the year and thereby relieve the farmer of the necessity of marketing his grain during the season of good roads. It will also be likely to reduce the demand for storage room at country points.

The continuance of street buyers in any market is always a menace to the business of that market. The man who stays in his elevator is not so easily drawn into an overbidding contest for grain. Wherever the street buyers have been discontinued the members of the trade have profited more than they had thought possible. The Northwest Grain Dealers Association, which is made up largely of line companies, readily saw the disadvantage of employing fighting street buyers and dispensed with their services. Grain dealers everywhere would be much better off if they were to follow suit.

It has long been customary for grain dealers to use either a 14-foot or a 22-foot wagon scale. A new length has recently come into the northwestern market to meet the needs of the trade by a new condition which has there arisen. Some of the farmers are using large steel tanks in place of the usual leaky wagon box to haul their grain to market. In fact, the tank is so large as to necessitate the use of four horses for each load. The tank ordinarily used seems to have proved too large for the 14-foot scale, hence many dealers are now putting in a 16-foot scale to facilitate the handling of these large loads.

Gasoline is expensive across the border in the Canadian Northwest, and it is natural that the elevator men, who are more extensive users of this fluid than those identified with any other line of business, should work together to get as low a price as possible. Hence the Northwest Grain Dealers Association has for the past two seasons contracted with the Imperial Oil Company for the gasoline needed by its members, and thereby affected a considerable saving in the fuel bill of each dealer. The practice is one which can be emulated by other associations to the advantage of the organizations and members.

Unfortunately for the Northwest, the Twin Cities continue to support bucket shops. These illegal institutions seem to be able to catch a fresh crop of suckers every time they want to go out of busi-

ness and change their name. It is a startling homily on the ignorance of the average bucket shop patron. It has been estimated that the bucket shops of the country, taken as a whole, pay less than 25 per cent of their losses, yet in spite of the frequent failures and sudden disappearances of keepers, they no sooner put up a blackboard and ticker before a few chairs, than the chairs are promptly filled with easy suckers.

The dealer who posts prices on a blackboard every morning and leaves them there all day inspires the farmers who come to gaze upon the board with a degree of confidence in his price never attained by verbal quotations. If the practice were more extensive, the trade would experience more harmony and the grain growers would be better satisfied, because if they are schooled to believe that the dealer posts prices as high as he can afford, they will soon come to understand all dealers are doing likewise and desist from their persistent efforts to get another half or quarter cent out of the easy dealer. Try a blackboard.

One of the best grain crop reports yet presented is that of the Iowa Grain Dealers Association, which divides the state into nine sections, showing the conditions in each and an aggregate report of the whole. The report is compiled from the estimates of over two hundred reporters, which means an average of about two to a county all over the state. It is a great improvement over the government report, which employs less than half this number of reporters, and no doubt it will be even further improved as soon as members of the state association fully appreciate the advantage of having more reliable reports on conditions.

The remarkable success of the Kansas City Board of Trade Weighing Department in improving the service at that point, and in reducing the number and amount of shortages is no doubt more than gratifying to shippers in territory tributary to that market. Recently the Kansas City Board of Trade has adopted a rule to the effect that all grain bought or sold on Kansas City terms, meaning Board of Trade weights, are final. The Board of Trade Weighing Department is now covering team tracks and railroad transfer business, thus another great cause of shortages is eradicated. Some friction has been caused by grain being shipped to Kansas City brokers and an attempt made to settle for same on the basis of destination weights, not Kansas City weights, although weighed on apothecary scales all the way from fifty to two thousand miles distant from the aforesaid market. Naturally this did not prove very satisfactory to the shipper, hence the Board of Trade adopted a rule which went into effect the first of this month, to the effect that all grain bought or sold to arrive in Kansas City, whether shipped through or locally, shall be weighed in Kansas City. If success can be obtained in Kansas City, where the business is scattered on both sides of the state boundary, surely improvement can readily be attained in other markets.

With a corner in wheat in Minneapolis and corners in both corn and oats in Chicago, July, 1902, will long be remembered with regrets by the cash handler, who hedges against his holdings. One redeeming feature is that stocks are small and the hedger has not sold so much as usual. The increasing frequency of corners is likely to effect a material decrease in hedging by shippers who can afford to run the risk of a decline. The rule of the New York Produce Exchange making lower grades deliverable on contracts at a discount would seem to give the hedger all the protection needed, but it has not had the test of a trial. Many cash handlers are insisting that No. 3 corn be made deliverable on contracts, that they may hedge against their holdings without so much danger of being destroyed by a bull raid. Grain merchants whose operations extend beyond their own capital are forced to hedge to protect their bankers. It seems quite certain the agitation will be kept up until some measure of relief is granted.

Many grain receivers of Minneapolis recently visited Manitoba and the Northwest territories of Canada and returned well filled with enthusiasm regarding the great possibilities of the Canadian Northwest as a grain-growing section. A number of Minnesota firms have already made arrangements to build and operate elevators in this grain dealers' Utopia, and the agitation in favor of repealing the duty of Canadian wheat is gaining strength daily. No doubt if the tariff were repealed Minneapolis, as well as Duluth, would receive large quantities of Canada's surplus wheat, which increases enormously with each new crop. Many Minneapolis dealers are of the opinion that the repeal of the import duty on wheat would be followed by the hedging and marketing of large quantities of Canadian wheat in the United States and that it would be handled to so much better advantage than it is at present that the Liverpool market would be relieved of a burden which seems continually to depress it. Naturally the diversion of Canadian grain from Liverpool would result in better average prices there and it might bring higher average prices for both Canadian and American wheat. Although it would be difficult to induce the American grain grower to consent to the repeal of the tariff as desired, still it is possible, and the free discussion of the matter would seem to merit a place in the annual program of the Grain Dealers National Association.

ASKED AND ANSWERED

COMPETING WITH SUCCESSOR.

Grain Dealers Journal: Does any one know of a law to prevent one from engaging in business he had previously sold? I bought the place of handling grain at Spiceland of a man here one year ago last January. This year he is doing a scoop-shovel business, paying from 1 to 2 cents more than I do. I understand the Supreme Court decided recently that one has no right to do business against a successor. Am I correctly informed, and what is my recourse?—C. B. Harvey, Spiceland, Ind.

ARE LAWS GRANTING SITES ON RIGHT OF WAY VOID?

Grain Dealers Journal: The laws of this state, Minnesota, are very drastic on the railroads in the matter of granting sites for new elevators on their right of way. New competitors are coming in and building houses where the business will scarcely support those already built, regardless of the fact that there are other stations where elevators are greatly needed.

I believe the present law compelling the railroad to grant sites to applicants is unconstitutional; and I would like to learn thru the columns of the Grain Dealers Journal of any cases in other states where the right of the state to compel the granting of sites has been passed upon by the supreme court of the United States.—F. M. S.

RECEIVER SHOULD PAY FOR GRAIN SOLD TO IRRESPONSIBLE BUYER.

Grain Dealers Journal: We note that different opinions have been given by various firms in late issues of the Journel regarding the liability of the receiver of a consignment for the value of the property, when sold to a customer who failed. In our opinion the receiver should account and pay for the grain regardless of the fact that he may have sold it to an irresponsible buyer. We have always done it and expect to continue it so long as we remain in the business. A so-called commission merchant who did not do this should not advertise himself as a receiver or receive any grain or anything else. By what means is a consignee at a country point going to protect himself if we are allowed to sell his productions to irresponsible people. We advertise ourselves as commission merchants, who are in position to handle their consignments to the best possible advantage in our market; to give them their sales and their money promptly; why should we not be compelled to carry out our contract? The country dealer pays us for doing it because he is afraid that in selling direct he might sell to an irresponsible party. We being on the field, must know who is good and who is not, and we would say that the merchant is responsible, and should be made to pay for anything intrusted to his care, or he should get out of the business. What is more, if he will publish the fact, or tell his customers that he will not pay for the stuff if sold to anyone who might fail or is unable to pay for his shipments, he will soon be out of the business, as very properly he should be. Let us see what kind of a story we give our country dealers when we ask for their shipments. Something of this kind: "We can make

it to your interest to ship us your grain or hay when our market offers you any inducements to come this way. We do not have to wait to make collections in order to give you your sales and your money, but they will go forward as soon as we get the weights; and we are in position to take care of you at all times and under all circumstances." That being the case, the receiver should be made to, and we think should, carry out his contract to the letter.—Whitcomb & Root, Cincinnati, O.

LETTERS FROM THE TRADE

UNJUST GRADING AT CHICAGO.

Grain Dealers Journal: The injustice of the Chicago inspection of corn has been made quite plain to the Chicago receivers and the trade during the July corner.

Up to and including July 15 the inspection was very rigid; and nothing but almost perfect corn was allowed to pass contract. July 16, after the culmination of the corner, the inspection was much more lenient; and the quality of corn that had been grading No. 3 graded No. 2 without any trouble. This very plainly demonstrates to the trade the folly of having the inspection department dominated by politics.

The grain dealers and the farmers of Illinois should set to work at once and elect men to the legislature who will vote to take the inspection of grain out of the hands of political ringsters. It can be done. Grain Dealer.

THE DUAL INSPECTION AT NEW ORLEANS.

Grain Dealers Journal: The Board of Trade, or rather its predecessor, the Produce Exchange, originally established grain inspection some twenty odd years ago. This Board has continued it ever since the Produce Exchange was absorbed by this Board of Trade. It became a necessity, as grain in all imaginable conditions was shipped abroad without inspection, which naturally produced a bad impression, and for some years grain from the west found an outlet through the Atlantic ports, none of it coming this way. All that has been remedied by our system of inspection, and to-day New Orleans is one of the largest grain exporting ports in the United States. This speaks volumes.

Things have gone on without any complaint to speak of, until a few local exporters desired to control the inspection for their own purpose, whatever that may be. As a matter of course in the natural order of things we have had some complaint, one of them being that we did not make No. 2 out of No. 3 and No. 4, resulting in a loss to the shipper. Every dealer in grain, whether he be seller or buyer, knows the difficulty there is in any business, especially the grain business, in always satisfying all parties, but in the main we have had few complaints of our service. We have always maintained a fair and impartial inspection, and when we feel that we cannot do so we will then retire from the business.

We have a large corps of thoroughly competent inspectors, bonded and under oath. We have a grain committee composed of exporters and local grain men, the latter being the most efficient judges, owing to their constant familiarity with the handling of the grain, and they are highly responsible gentlemen. I mention this because some parties have tried to belittle this claim of our membership, and also the value of the parties to whom an appeal is sometimes made. The Board of Trade proper has about four hundred members, consisting of bankers, insurance men, capitalists, wholesale merchants, grain exporters and dealers, professional men and brokers. It really represents in its various branches the trade and commerce and wealth of this port. Its real estate is assessed at $65,000, and it stands behind this inspection, ready to pay all legal demands against it.

The bill establishing state inspection was originally drawn to create a board of five members, three to be appointed by this Board of Trade and two by the Governor, who were to appoint the inspectors (the same inspectors now in our service) and conduct the whole business like any other commission. The bill came up for final passage on the last day of the session, and failed to pass for want of a constitutional majority. We are still of the opinion that the bill, had it passed, would have been far better than a dual inspection. We are in hopes soon to see our old time friends, who are now worshipping new gods, return to the old, where I know they will feel safe. Hy. H. Smith, secretary New Orleans Board of Trade, New Orleans, La.

DIFFERENCE BETWEEN STOCK AND MUTUAL FIRE INSURANCE COMPANIES.

Grain Dealers Journal: In an issue of the Grain Dealers Journal for 1901, the writer attempted to explain some of the points in the making and application of the new fire insurance schedule for country elevators. Further consideration should be given as to the effect of the same schedule when used by stock versus mutual insurance companies.

No matter what the style of an insurance company, the use of a schedule is to create a premium income sufficient to pay the losses and expenses. This disbursement fund is an unknown quantity and to be on the safe side the income has to be made great enough to cover possible contingencies and extreme cases:

It is a self-evident fact that the capital of a stock company and the premium notes of a mutual company cut no figure in the conduct of the business. Any company which uses these because its income is not equal to its disbursements is bound to be a calamity to its stockholders and fire loss creditors. Therefore the schedules used have to be high enough to produce sufficient income, and as the required amount is unknown, every solid safe company loads the schedule for an amount above the probable requirement. This produces a surplus each year, which occasionally is required, but generally goes to make up what is called in the statement "the surplus."

A great ado and enlargement is generally made by insurance men about the surplus of their company and its value as protection to the policy holders. If asked to analyze it, they call it deferred dividends belonging to the stockholders and charitably left exposed to the vicissitudes of the business for the benefit of the policy holders. While it may be a fund contributed by the policy holders for their own protection, it serves the double and greater protection of reinsuring the capital against being used. Every dollar added to the surplus increases the book value of the capital and gives the high market values to fire insurance stock. In a mutual company it likewise protects the members, according to its size compared to the business of the company, against the contingency of an extra or excessive assessment.

There is no good criticism against a cash surplus with any insurance company. However, while there is a similar method in raising it, there is a radical difference between the stock and mutual system of insuring, as to its use and who owns it.

With the stock company the sum not used as dividends belongs to the stockholder and is set aside for protection to the original capital. It is classed as increased capital with a demand that dividends be figured on it the same as on the original capital. There is no other course to be taken as there are so many interests which stand between the stockholder and the policy holder that any return of the excess cannot be made.

With a mutual company using the same schedule and producing the same income, the cash not used still belongs to the policy holders as members of the company. Any sum set aside as surplus still belongs to the policy holder and its interest earnings reacts to his benefit by being used to reduce expenses. Any sum not considered essential for the surplus fund is easily redistributed to the policy holder or applied as reduction to his cost for coming term of insurance. Such in a nutshell is the vital difference between a good stock and a good mutual fire insurance company. C. A. McCotter, Ann Arbor, Mich.

RECONSIGNMENT AT WINNIPEG.

Grain Dealers Journal: A short time ago we bought a car of oats consigned to a Winnipeg dealer from Grand View on the Dauphin road. The following day a contractor came into our office and asked us if we had any oats on the Dauphin line, as he wanted a car to ship to Grand View. We told him that we had one car on track here that had just come from Grand View. He said that he had tried to buy it from the farmer before shipment, but the owner thought that he could get a better price for it in Winnipeg. We had already disposed of this car, but we told him that we had another car on track here, on the C. N. R. that had been shipped from Elgin, which is situated 185 miles from Winnipeg on the southern branch. We sold him this car on the condition that the railway company would ship it on at the through rate of freight, simply charging us with the stop-over. This we had no trouble in getting done.

In this case it does not require very much intelligence to see that the C. N. R. got the benefit for the freight from this car shipped from Grand View to Winnipeg and also the car shipped from Elgin back to Grand View, a total of 392 miles.

Mr. Lanigan, C. P. R. freight agent, during the last week or so has refused some dealers, ourselves among the number, to ship cars consigned to Winnipeg on to other points without charging local rate of freight on same, which is simply prohibitory. We may not have very much influence, but certainly what little we have will be thrown in the way of doing business with a company that treats us on the same liberal terms as the C. N. R. W. Gibbins & Co., Winnipeg, Man.

Annual Meeting of the Northwest Grain Dealers Association.

The annual meeting of the Northwest Grain Dealers Association was called to order by President John Love in the Board room of the Grain Exchange Building, Winnipeg, Tuesday morning at 10:40. Secretary F. O. Fowler of Wawanesa, Man., read the minutes of the preceding meeting, which were approved.

Secretary Fowler also read the names of the following firms who have been admitted to membership since the last annual meeting:

Greenshaw & Hamilton, Hamiota, Man.; H. F. Hall, Crandall, Man.; D. Milne, Rapid City, Man.; Manitoba Milling Co., Nepeewa, Man.; C. Aime, Emmerson, Man.; B. Freil, Regina, Assa.; J. Morrison, Rapid City, Man.; F. Bolton, Darlingford, Man.; Alex. Brown & Co., Portage la Prairie, Man.; Donald & Fraser, Dow & Curry and Chalmers & Watson, Pilot Mound, Man.; Smith & Hunter, Carnduff, Assa.; D. McLean, Indian Head, Man.; Greenway Bros. and Ring & Parr, Crystal City, Man.; McMillan & Co., Winkler, Man.; Chalmers Bros. & Bethune, Manitou, Man.

President Love, Winnipeg: I need hardly say that I am glad to see you here to-day, but I am sorely disappointed that more members are not present. Two reasons occur to me as the reason for the light attendance. The exposition is on and considerable wheat is being delivered, hence many of the dealers who are in town are at the exhibition and many have remained at home to receive wheat.

We now have 75 per cent of the country dealers in our membership, but we shud have all dealers in, and I trust all will use your influence to get them in.

The secretary's financial report will show a very satisfactory condition.

Much of the work of the association cannot be covered by the secretary's report; in fact, members must leave the details to the officers and judge of the work from the results. The membership has been increased and harmonious relations maintained at most of the stations.

One work for which the association deserves great credit is the placing the storage business on a profitable basis. A reasonable charge has been established and maintained.

Street buyers, one of the great curses of the trade, have been done away with entirely. It was their custom to indulge in fights for grain, which often resulted in the elevator owners paying considerable more for grain than it was worth.

During the last year the secretary, Mr. Parrish, has at great inconvenience got in touch with the associations of the United States. He attended their meetings and learned much regarding their methods. His crop reports have proved of interest and value.

I wish to say a word about our retiring secretary. It was with great regret that we parted with Mr. Parrish, but his business relations were such that he felt he could not well continue the work. The position is not a sinecure in any respect and Mr. Parrish had the happy faculty of harmonizing fights among others without getting in a quarrel himself.

However, we have secured the services of Frank Fowler to succeed Mr. Parrish, and I will leave his record to speak for itself.

We will now have the report of Mr. Parrish.

W. L. Parrish: I wish to thank Mr. Love for his kind words regarding my work and to say that I never worked with any one in association undertakings under more pleasant relations or who was more helpful. I will read my report:

To the President and Members, the Northwest Grain Dealers Association.

Gentlemen: Having completed my term of office as secretary of this association I have pleasure in laying before you the following report, giving a slight review of some of the work done by the association.

When I took office on June 1st last year I found the association only had a positive membership of thirty-four, and of this number ten represented four firms, which only meant a membership of twenty-eight firms. I at once canvassed the dealers throughout the country and at the annual meeting held in July last year I had the pleasure of proposing eighteen for membership. Since that time I have increased the list of new members to forty and have induced eight members to again join who had resigned during the previous year. This now leaves the association with a membership of seventy-six, representing most of the companies and firms doing business in Manitoba and the Northwest Territories.

Our finances are in good condition, showing a total amount received of $4,910.55. This, with a balance of $701.67 on hand at commencement of my term, shows a total of $5,612.22. After deducting $3,705.60 for expenses, etc., leaves a balance on hand of $1,906.62, which should be a very satisfactory showing for the members of this association. From information I receive I am fully satisfied that the association has been beneficial to the grain trade, and has furnished information to its members that has been of good value to them. There is no reason why its usefulness should not continue and become more of a success in the future than it has in the past, but the success of the association does not altogether rest with the secretary or with the officers, but by the united effort of its individual members, who should assist in the work that requires to be done, and to induce all the dealers to join the association, as thereby the best results can be obtained.

Among the works done by the association and which have been of benefit to the members are the following:

1. Special contract for gasoline at 19 cents to January 1st, but this year contract should be made for whole season.
2. Reduction in freight on gasoline of nearly 25 per cent.
3. Introduction of Davis grain tables and dockage cards, which have been greatly appreciated by the whole trade and are now in use in nearly every elevator and office of the grain companies.
4. Cards of rules for storage and other information were sent to every elevator, also cards relating to the disposal of screenings from elevator.
5. Cards at some points were posted for the purpose of notifying farmers that bags would not be loaned as in former years. This had a good effect on the market, where trouble had been caused by that mode of competition in former years.
6. We were instrumental in inducing the Northwest Assembly to modify the freight corporation ordinance as it related to trading companies.

I made a trip to Chicago and Minneapolis in July last year and again to Chicago, Topeka and Minneapolis in March last, and attended meetings of the Kansas Grain Dealers Association held in Topeka, Kansas, and a meeting of the National Grain Dealers Association, which was held in Chicago. At each of these meetings I received valuable information and met the secretaries of the different state associations who have sent me information from time to time when they had anything that would be useful to us. I have reciprocated this by sending what I considered would be of use to their Associations.

During the term of my office I have sent out to the members about fifty circulars which have been intended to keep all members posted on matters that were considered in their interests.

On May 1st circulars were sent out by me asking for information regarding crops, and after making a summary of the reports I sent out circulars giving the result. I believe reports of this kind can be obtained at certain times and would gather information that would be appreciated by the trade.

There are many other benefits which have been achieved by the Association's work, but of these the members are no doubt personally aware.

Thanking you for the assistance given by the members and trusting the Association will always be successful, I beg to submit the above report.

Yours very truly,
W. L. PARRISH.

President Love: We have departed somewhat from the usual order by inviting President Young of the Grain Exchange and Charles S. Clark, editor of the Grain Dealers Journal of Chicago to address you. We will now hear from Mr. Young.

C. A. Young: I am pleased to have the privilege to address you.

I can endorse the reasons given by your president for the light attendance here to-day and suggest another reason. Some are absent thru fear. I know if some of my friends knew I was here to-day they would be greatly disturbed regarding my financial and moral welfare [laughter]. I am glad to see some members here to-day who are members of the Grain Exchange as well as of the association. Only those who do belong can fully appreciate the advantages of membership and the work of the organizations.

By establishing a rule governing the rate of commission the exchange has placed the business of the commission men on a more satisfactory basis and protected shippers in their business.

In the near future you are going to have a new element in the grain trade. The Americans are coming in to compete with us. But it will be intelligent competition and should be more than welcome. It is the scrub who has only a few dollars and no experience that makes us the trouble. The firm with whom I served my apprenticeship thought it was doing well if it lost only $5 providing it made its competitor lose $10. It broke the competitor, but no sooner had it retired than another fool took its place.

I believe the farmer is much better off when reasonable profits are maintained than when overbidding occasionally results in his getting more than his grain is worth.

Charles S. Clark of Chicago told of the work of the associations in the States.

President Love: The next in the order of business is election of officers.

Secretary Fowler read the names of the present officers.

Jas. Sharp of Moosomin nominated Mr. John Love for president of the association the ensuing year. Seconded by Mr. Reed and carried unanimously.

President Love: I thank the members for the honor and assure you that I will do all in my power to advance the work of the association.

Upon motion by Mr. Pearson, Mr. W. W. McMillan of Winnipeg was re-elected vice-president.

Messrs. S. P. Clark, T. B. Baker and F. Phillips, all of Winnipeg, were elected to the executive for the ensuing year.

J. H. McConnell, Hamiota, Man.; Jas. Sharp, Moosomin, N. W. T.; G. B. Murphy, Carberry, Man., and C. F. Travis, Elkhorn, Man., were elected to constitute the board of directors for the ensuing year.

The Calgary Milling Co., Calgary, Alberta; Wm. Bruce, Stonewall, Man.; Hunter & Moore, Bossivain, Man.; J. A. Scott, Hartney, Man., and McLaughlin & Ellis, Winnipeg, were admitted to membership.

C. A. Young: I take pleasure in moving a vote of thanks to Charles S. Clark for attending and telling us of the work of the grain dealers associations of the South. Carried.

Secretary Fowler: I think some action should be taken to change the time of meeting. We should do something to secure a larger attendance.

W. L. Parrish: The by-laws provide that the annual meeting shall be held in July.

J. H. McConnell, Hamiota: I think the time to hold the meeting should be during exposition week, but later in the week. I know of several dealers who expect to be here to-morrow. I think we should have a time for complaints. I have not a formal complaint to make, but I wish to tell of an irritating experience. A farmer asked me to get him a price on No. 1 northern. I wired three Winnipeg firms, and the farmer wired one. My bids were identical. The farmer's bid was one cent above me.

We have an unlicensed dealer at our station who is shipping and causing some disturbance.

C. A. Young: It is complaints just like Mr. McConnell has made that this association should consider. The Exchange is anxious to rectify these troubles but cannot until we learn of them. The law has not yet been rectified to meet all emergencies, but no doubt it will be. I think we should have a further discussion of such trouble hence I will move that when we adjourn we adjourn to meet here next Thursday morning at 10 o'clock.

President Love: I think Mr. Young's motion is a good one, hence if there is no objection we will adjourn to the time specified.

The Formaldehyde Treatment of Seed for Smut.

The state experiment stations of Iowa, Wisconsin, Minensota and Washington are advising farmers to prevent smut in the grain crops by purifying the seed. The chemical recommended by the authorities is formaldehyde.

To 50 gallons of water add one pound of formaldehyde, sometimes called formaline, a disinfectant sold by druggists in a forty per cent solution of water. Place the solution of formaldehyde and water in large barrels. Place about two bushels of the seed oats in each large, loosely woven gunny sack. Submerge the sacks of grain for twenty minutes in the solution, lift and drain for a few minutes and empty on the barn floor or on a canvas to dry. Treat a few days before seeding, and by shoveling the grain over a few times facilitate drying and avoid heating. The treated oats can be sown with a force feed drill or seeder when quite damp, but the machine should be set to sow about a peck more than if sowing dry seed. The wetting of the oats causes them to sprout a few days earlier and the formaldehyde does not injure the germinating power of the seeds.

Hay, amounting to 2,511,282 tons, was exported during the eleven months ending June 1; compared with 1,327,211 tons, exported during the corresponding months a year earlier.

SUITS AND DECISIONS

The Abilene Mill & Elevator Co. has again filed suit against the Union Pacific Railroad Co., to recover $40,000 damages for the burning of its plant July 4, 1901, at Abilene, Kan.

The Boutwell Milling & Grain Co. has brot suit at Troy, N. Y., against the Glucose Sugar Refining Co., to recover $500 for alleged failure to deliver three carloads of product at Portland, Me.

A common carrier may, in consideration of a special freight rate or other valuable consideration, secure entire exemption from liability as an insurer for loss of or damage to property, received from a shipper for transportation, not caused by negligence or willful misfeasance. Ullman vs. C. & N. W. Ry. Co., 88 N. W.

H. Parker and others were given judgment in a justice court at Oakland, Kan., for the value of 12,000 pounds of grain lost from a car of the Rock Island Railroad while in transit from Canton to Kansas City. It is alleged the car contained 60,000 pounds of wheat when loaded. The suit has been taken to the district court.

Fire, which spread from the burning elevator of the Andrews & Gage Elevator Co., at Melville, N. D., destroyed a quantity of hay valued at $500, belonging to one Balding, who brot suit and was awarded judgment, on the allegation that the elevator caught fire because the elevating machinery was defective thru the company's negligence.

J. C. McAllister has brot suit against J. W. Cox of Kensington, O., for $2,000 damages for failure to buy McAllister's business as agreed, for $4,000. When the agreement to sell was made McAllister at once proceeded to close out his stock of grain, wool and lumber, in readiness to turn it over, and thereby split up and curtailed his business.

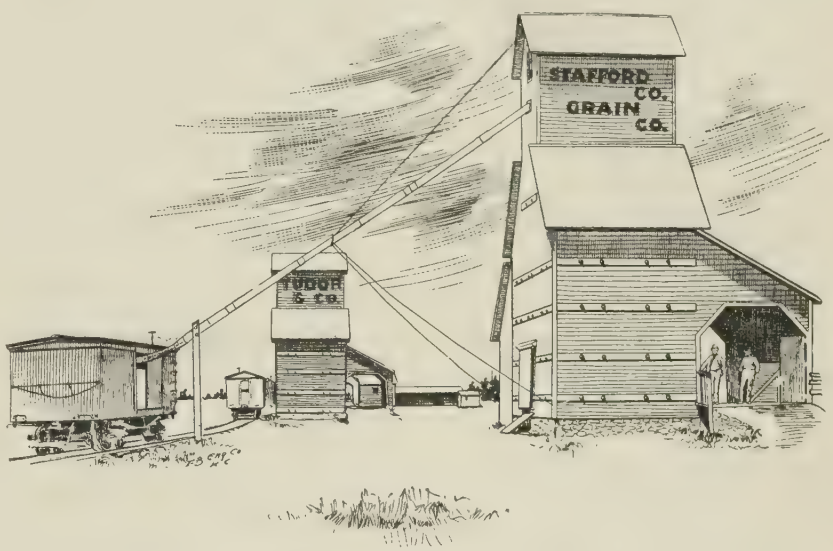
In the case of the Orient Insurance Co. the Illinois Supreme Court held that a parole agreement by the agent was binding upon the company in waiving the usual provision that the policy should be void if the hazard was increased. The owner of the corn ran a steam sheller along the crib, which caught fire, the agent having told him it was all right.

The failure of a railroad to furnish cars demanded by a shipper was the question involved in the case of William D. Myers against the St. Louis & Hannibal Railway before the Railroad commissioners of Missouri. After making two applications for cars Myers went to the C., B. & Q. Railway and obtained the required cars, which, however, the first named road declined to make requisition for, desiring the shipper to continue waiting until cars of its own were available. The commissioners decided that the delay was unreasonable, and gave Myers judgment for $500 and $50 attorney's fees, the railroad paying the costs.

A Loading Spout of Great Length.

The remarkably long loading spout shown in the engraving herewith as forming a part of the equipment of the Stafford County Grain Co.'s elevator at St. John, Kan., was erected on account of the refusal of the railroad to grant a site for the elevator on its right of way.

The elevator company was compelled to buy land of its own at a distance of 43 feet from the track, altho the three other elevators at that station are upon the right of way. To bridge the intervening space the extended loading spout was put up, between the cupola of the elevator and the car. The weight was supported midway by a cable and at the lower end by a post. It was braced against wind-pressure by cables running to the corners of the building.



A Loading Spout of Great Length.

Corn Oil.

Corn oil and corn-oil cake are by-products from the manufacture of corn into glucose and grape sugar. The oil is of a reddish-yellow color and of pleasant taste. It is used in the manufacture of paints, leather dressing, various kinds of soap, and rubber substitute. Corn-oil cake, the residue after expressing the oil, is valuable as an animal food, especially for dairy cattle.

A considerable foreign demand has sprung up recently for both these products. Exports of corn oil have increased from 2,646,560 gallons in 1898, when this oil was first separately specified in statements of exports, to 4,808,545 gallons in 1901. Estimated by values, the increase during the period has been from $576,646 to $1,831,980.—U. S. Government Report.

Annual Meeting of Southern Minnesota and South Dakota Grain Dealers

The first annual meeting of the Southern Minnesota and South Dakota Grain Dealers Association was called to order in G. A. R. Hall, Minneapolis, at 2:55 Tuesday afternoon, July 15, by President C. E. Wenzel of Minneapolis, who read the following address:

President's Address.

Gentlemen: This is our first annual meeting called according to our by-laws for the election of officers for the coming year and such other business as may come before this meeting. The annual meeting of any organization being an important event, inasmuch as it gives opportunity to exchange ideas, formulate the work for the succeeding year and carry out the policy which is determined most wise to pursue.

From what I have seen of the work of this and other similar associations, I am convinced that great things can be accomplished. Your officers during the past year have endeavored to conduct the affairs so as not to violate any law. While we have laws against combines and agreements tending to the nature of combines, the law does not contemplate that grain shall be handled without profit.

Organizations seem to be the dominant feature at the present time in most all branches of business, and there is no reason why the grain dealers should not have a mutual understanding that would prevent disastrous results.

This association has been in existence a little more than one year; and taking into account that the territory covered had not, up to the organization of this association, been accustomed to association work, everything being new, your officers have had many obstacles to overcome. We have a membership that we certainly can feel proud of. I know from personal observation that the benefits derived from the influence of this organization have paid big returns for the money and time expended.

I have but a few remarks, as our secretary will, no doubt, cover the points of interest in detail. I wish, however, to call your attention to a few points which seem to me of vital interest.

First—You should call your secretary's attention to existing troubles on your market or competitive markets, that he may get the contesting parties together to talk over their grievances, which may or may not be partly or wholly imaginary; at least to right the wrong if irregularities exist and get together, to the end that all may make a reasonable profit on their investment of time, money and energy. As we take it for granted that we all are in the grain business for profit and not to see how much grain we can handle. Results are what is wanted.

As it has been demonstrated a great many times, that a man is not always making money when he is doing a big business. A reasonable profit is what is wanted, and no fair-minded producer will object to a fair profit, as it is necessary for the protection of yourself and the public.

What is most needed to accomplish that which our association is intended, is honesty and truthfulness between competitors and willingness to see competitors get their share of the business.

The interests of the so-called line companies are identical with those of the owner of a single elevator. So far as I have observed, all the owner of a line of elevators asks is that he receive his share of grain marketed and that conditions be favorable to get such share on proper grades and dockage, and a fair margin of profit.

To bring about this condition, your officers must have your individual aid. You should call frequent local meetings. It is the duty of every member of the locality where such meetings are called to attend, whether directly interested or not, your influence will be felt by your presence. You can help the other fellow fix up his trouble, in that way, perhaps lend aid to yourself at some future time.

It is the duty of every member to carry out the principles of this association and to lend his aid to the correction of irregular methods of doing business, such as under-docking, over-grading, free storage, agreeing to protect customers against decline and give them the rise in the market. The state law fixes the rate of storage; those rates are reasonable and storage should be collected according to law.

The railroads have seen the good done by our association. We have been called upon by some of them to lend our aid to fix up troublesome markets on competitive lines which were interfering with the proper distribution of grain, taking grain out of their territoy to a competitive line of road.

I will say in conclusion, gentlemen, be friendly with your competitors; talk local conditions over with them; not only of your station, but competitive stations; get acquainted with your opposition; be a good fellow; get next to him and you will find both profit and pleasure in the business in which you are engaged. Being interested but slightly in the territory covered by this association, I will not attempt any advice, except in a general way.

Col. G. D. Rogers, secretary of the Minneapolis Chamber of Commerce, was called upon to address the dealers and said:

It is a pleasure to address the grain dealers of the Northwest and to welcome you to the city in behalf of the Chamber of Commerce. Once, away back in the time when all men were supposed to be honest, I was a grain dealer.

To-day the farmers are getting a greater per cent of the price their grain commands in the central market than ever before, notwithstanding any talk to the contrary.

We all know that the center of the grain-growing region is moving west and north. When I was in the business in 1867 the line dividing Illinois and Wisconsin was considered the northern limit of coarse-grain territory.

The time is coming when you will go over into the Northwest territories of Canada to buy grain. I have recently been investigating the distances and find Regina to be about 714 miles from Minneapolis. The Saskatchewan district and other districts, 1,000 miles north of us, is growing large quantities of wheat. The crops of the older states are becoming diversified and we must prepare ourselves to handle coarse grain.

We are directly in the natural path of wheat from the Canadian fields to the consumers, wherever that may be. The fields are much nearer to Minneapolis than to Ft. William, Ont. The only thing in the way is our duty on Canadian wheat. I for one believe that the duty should be removed.

I desire to welcome you to the city. I presume that if our mayor and chief of police were less engaged they would be glad to welcome you to the city.

Treasurer E. A. Burrage made the following report:

Treasurer's Report.

	July 1st, 1902.	
Balance received from committee...		$ 90.98
Membership fees		606.00
Assessments made	$3,505.36	
Add paid in advance	2.20	
	$3,507.56	
Deduct not collected	14.00	
		$3,493.56
Official directory		13.79
		$4,204.33
Office furniture	$146.77	
Legal advice	25.00	
Office expenses—Rent	$196.00	
Office help	42.05	
Janitor	16.65	
Secretary's bond	10.00	
Periodicals	2.00	
Express	2.01	
	268.71	
Postage	220.91	
Printing	110.60	
Stationery, books, etc	21.25	
Telegrams	14.91	
Secretary's salary (13½ mths)	1,687.50	
Assistant (7 months)	700.00	
Traveling expenses—		
Governing board	$ 69.90	
Secretary	347.82	
Assistant	346.00	
	763.72	
		3,959.37
Balance in bank		$ 244.96

Secretary E. A. Burrage read the following report:

Secretary's Report.

On the 14th of May, 1901, a meeting was held in this city for the purpose of organizing a grain dealers' association. I had seen the advantages that other states had derived from such associations, and I took the matter up with the grain dealers in South Dakota, and the south portion of Minnesota, and from the satisfactory encouragement received, it was decided to issue a call for a meeting of the regular grain dealers in that territory, to be held in this city. The result was the formation of this association. At that meeting about 25 dealers, representing 72 elevators, signed the constitution and by-laws. These were all grain dealers from the interior. The firms having their headquarters in this city, who had previously stated their intention to become members, numbered 27, covering 489 elevators.

Our starting point therefor was 52 members, covering 561 elevators. Since that time we have taken in 150 new members. Some of the members have sold out, and a few have been suspended for non-payment of dues. Our present membership is 173, covering 855 elevators.

Association work is new to some grain dealers in this territory and they are liable to look for such work as an association has to do to move with lightning speed, but abuses such as this trade has suffered for years cannot be eradicated in 24 hours. It must be done by education and that takes time.

I consider the present condition of this association as being in good shape, and with good prospects ahead, having had many expressions of satisfaction with what has been done by it.

We have held about 100 local meetings throughout our territory, and have had fair attendance at each meeting, but I would like to see more courage on the part of the grain dealers, and not be so afraid to let it be known that they are members. Some have objected to my holding meetings at their stations, for fear that it would in some way injure them. I have even had some request me not to publish their names as furnishing me with information as to crops. Now, I cannot understand such a feeling of timidity on the part of any one. I see no reason why the grain dealers should not have an association for self-protection, and the promotion of their interests, as well as other branches of trade. This condition of affairs has been allowed to go on for so long that it has become an understood thing that the grain dealer has no rights that any one is bound to respect, and he has been kicked around, and legislated against, to the heart's content of every one outside of the grain trade. It is only by uniting the power of any branch of trade that abuses can be remedied. The more members any association has, the more power it will have, and at the same time the less will be the expense to each member.

I would call your attention to the very small amount you have been assessed to carry on the work. The quarterly dues for 12 months have amounted to a very small fraction over one cent per day for each elevator. This is a showing that no member can reasonably object to, and I cannot imagine any one refusing to join the association on the plea of expense, when every cent paid for this purpose is calculated to bring them in dollars. Each member should try his best to induce his neighbors to join the association. The officers of the association must have your influence and assistance in the matter of increasing the membership, and it is only right that you should give them that help. You should do so in your own interest, as the increase in the membership must necessarily be to your individual advantage.

I would call your attention to a matter that very materially retards the work of the association, and that is, the disposition of some members to abstain from making any complaint to the secretary of any trouble that may arise at their stations, or

at any near-by station that affects them. If you do not take your troubles to your association, do not blame the association if you do not get any relief. Complaints should be put in promptly, so that the difficulty may be done away with as soon as possible. The longer these troubles are allowed to run, the further they spread, and the more difficult they are of settlement.

If any one has the idea that this association attempts to, in any way, fix, or control, prices, he is laboring under a very great mistake. The association does, however, attempt to establish uniform methods of conducting the business, and where uniformity is adopted, it will prove to be productive of satisfaction to the seller as well as the buyers. If that can be accomplished, then I fail to see where any objection can be made by any one. There are all sorts of bad practices in use in conducting the grain business, and it is needless for me to mention any of them, as you all know what they are. These bad business practices only produce ruinous competition, and create dissatisfaction among your customers.



New Chamber of Commerce Building, Minneapolis.

Many of the changes in the ownership of elevators have been caused by these bad business practices, showing at the end of the season either no profit in the business or a decided loss. It does not matter whether an elevator is operated by a line company or a private individual or a farmers' elevator company, it must be operated on good business principles or it will most assuredly prove a failure. This is nothing new to you, as you are well aware of the fact, and the only thing that is surprising is that men, claiming to be business men, will continue to do business in a manner that will surely bring them disaster. The country dealers should make it a point to attend meetings at central stations, and get fully acquainted with each other. Talk over these abuses, establish a confidence in each other, do away with these bad practices.

The disposition on the part of some dealers to keep away from each other and try to assume an independence that they do not possess, is, to a great extent, productive of most of the trouble that exists. Parties who are interested in spreading this unfriendly feeling have always taken advantage of it, and have run around from one elevator to another, and from one station to another, making false reports as to what the other fellows are doing. When you begin to fraternize with each other, confidence will be established, and the efforts of all disturbers to produce discord will not succeed. The dealer who will give some of his time to the cultivation of friendship with his competitors will find that he has made a good investment.

No good business man in any business will ever forget that he is in business for a profit, and not for the purpose of showing his competitors that he can "hog" all the trade that comes to their market. If he selfishly insists upon handling the biggest share of the grain that is marketed at his station, and in addition tries to draw trade that rightfully belongs to surrounding stations, he will invariably come out at the end of the season with either no profit at all, or else a decided loss, and more frequently it is a loss. Is it any satisfaction to be patted on the back by your community in general, and told what a great man you are for having recklessly squandered your money for their benefit? Once more I urge you to meet together and in that way create a friendly feeling. You will be surprised at the very great improvement there will be in grain trade conditions.

A common complaint from grain elevator operators is the furnishing of cars to track-loaders, or buyers not regularly in the grain trade. Owing to this cause the elevator man is sometimes compelled to close his elevator, not being able to take in any more grain, which is not only a loss to him, but is great inconvenience to his farmer customers who are waiting to unload at his elevator. The track-loader, or buyer, is, in the meantime, monopolizing, perhaps, the only car to be had, and he probably has to wait until the grain is hauled from the country. There is a penalty for demurrage over 48 hours, but it is seldom, if ever, charged.

Elevator proprietors who have their money invested in the business, and not only furnish a continuous market throughout the season for the farmer, but also furnish a freight house for the railroad company to store the grain until they get ready to haul it, should, in my opinion, be the ones who should in all cases have the preference in the matter of cars. It does not seem right to me that an order for a car should be considered, or accepted, before the property to be shipped is in sight in car load lots, and even then the elevator man should have the preference, if he is crowded for room. By enforcing such a rule I believe that a great deal of the complaint of car famine would be done away with.

I understand that the railroads have a rule something like this, but it is seldom enforced. It seems to me that the enforcement of the rule would be a relief to the railroads that they would gladly welcome.

Almost any country elevator will load a car with grain in from half an hour to an hour, and why should not the railroad company favor the shipper who, by moving rapidly, enables it to earn more money with its cars?

A car is surely worth more to the railroad company than the paltry penalty of one dollar per day for demurrage, which, as I said before, is seldom, if ever, charged. Railroad agents (in sympathy with the track-loader) have been known to falsify their station records in order to show that the track-loader had not consumed any more time than was allowed by the railroad rules. When this has been satisfactorily proved to the railroad officials, they have called Mr. Agent down promptly, and I have been thanked for calling their attention to it, and asked to aid them by such information as would enable them to improve their service.

I would suggest, therefore, that each member keep close tab on his station agent and notify the secretary promptly whenever he acts contrary to the rules of the railroad company, and to the injury of the elevator man.

He must, of course, give the secretary positive proof that the complaint is correctly founded. I would say here that I have found the railroads disposed to be very friendly towards this association, and I believe they feel that the work we are doing is of benefit to them.

There are some things that other associations practice, which it might be well for this association to take into consideration. One of these is arbitration. There frequently arises some dispute between the shipper and the receiver, and also between the dealers at station. Who is better able to decide impartially between the disputants than men who are thoroughly acquainted with the grain trade? Arbitration is calculated to do away with long, tedious and expensive lawsuits, which always leave a feeling of enmity between the contestants, and which is seldom, if ever, obliterated. In my opinion, every dealer should be willing to leave his case to the decision of his fellow dealers, who cannot be in any way interested in deciding otherwise than justly. If he objects, he must have a very poor opinion of the justice of his claim and a strong hope that an ignorant jury and a quibbling lawyer will help him out. Harmony is absolutely necessary in all associations, or societies, and I cannot conceive of any feature that is better calculated to produce and maintain harmony than this feature of arbitration.

The question of mutual fire insurance is another feature that has been brought to my notice by many members of this association, and many grain dealers who are not members at present would, I have no doubt become members, if we had this fire insurance feature; indeed, many have so expressed themselves. The associations of other states have taken up this question, and have appointed committees to investigate it, and perhaps it might be well for this association to do the same. The rates charged by the old line companies are now almost prohibitive, and grain dealers generally feel that they must have relief. If any of you are members of the Northwestern Lumberman's Association you, of course, know the good success they have had with their fire insurance department.

It seems to me that the grain trade everywhere has heretofore very much neglected to endeavor to have a proper share of representation in their different legislatures, and a great deal of what can be considered unfair legislation towards the grain trade might perhaps have been avoided if the trade had only secured its proper share of representation.

I think this matter should be given more attention, and it might be well to appoint a committee on legislation. If the association will give their attention to this, it is possible that some of the unfair legislation and therefore objectionable, may be either amended or repealed. As an instance, I would refer to the improvement in the landlords' lien law in Iowa, brought about by the Iowa Grain Dealers' Association.

I would suggest that the following amendments be made in the constitution and by-laws of this association:

Section 3 of article 2 of the constitution to be amended to read as follows: "Any regular grain receiver, grain broker, terminal elevator or commission merchant, who are not operating country elevators, and who conduct a reputable business, and who confine their business to the regular

elevator operators, shall be eligible to membership, on the payment of the regular joining fee, and quarterly dues for one station."

Section 3 of article 5 of the constitution to be amended to read as follows: "Each member shall, on or before the first day of August of each year, file a list with the secretary, showing the full number of stations to be operated by him or them in the district, such list to be the basis of the quarterly assessments against such member for the ensuing twelve months."

Section 1 of article 9 of the by-laws to be amended to read as follows: "No person shall be allowed at any meeting of the association or governing board unless a member in good standing, except as a witness in case of trial, or on invitation properly signed by either the president or the secretary of the association."

Upon motion by J. L. McCaull the president was empowered to appoint committees on resolutions and nominations.

Upon motion the secretary's and treasurer's reports were adopted.

President Wenzel appointed the following on the nominating committee: A. A. Truax, Mitchell, S. D.; A. J. Zingre, Mason City, Ia.; A. Moritz, Minneapolis; E. A. Rippe, Madison, S. D.; W. R. Hyde, Fairmont, and A. W. Bingham, New Ulm.

The president appointed on the resolutions committee: A. S. Leonard, E. E. Mitchell and E. A. Brown.

J. L. McCaull of Minneapolis was called for and delivered the following address:

Mr. McCaull's Address.

A retrospect of the business development of a brief half century would disclose the transporting of grain along our Minnesota rivers in rough canoes—deep and devious trails, worn by the wooden wheels of Hudson Bay carts in their annual pilgrimage of barter—slow, weary and heavy-laden emigrant trains searching for an Eldorado supposed to be found only in the shadow of the Golden Gate.

He who in that day would have possessed the temerity to have prophesized even a fragment of our present development would have been classed as a crank or an idealist, or a dreamer, if not treated even more seriously, as were the eccentrics of a Puritan period.

He who bartered in his country store for produce that often became burdensome, little dreamed that in his lifetime a world would clamor for his wares and the collection and distribution of the same world involve the most stupendous financial outlay, and the most startling development in all manner of transportation that the world has ever known.

It may be asked why this sudden transition from crude incompetency to commercial supremacy? The answer lies in this: The overpopulating of sterile foreign lands necessitated a demand upon American fertility. In fact, the development of our western empire became imperative. And let me say that right at that juncture opportunity encountered ability.

A most gratifying feature of American institutions is this, that opportunities are seldom neglected. There is no lack of courage, pluck and indomitable energy.

The timidity and unwarranted conservatism so noticeable in many lands is here conspicuous by its absence. All honor to those pioneers, both early and late, who bequeathed us progressive spirits—I care not whether he was the man who subdued a forest, built a gigantic mill or elevator, constructed an ocean ship, or a railroad, or who held a breaking plow; each had his place in those days, each has his place to-day, each is as important as the other and each dependent upon the other.

With this sudden and mighty demand upon America for her products arose the necessity for economic and speedy collection and distribution, the cart load had grown into a car load and the skiff was encountered by a boat load. The cross-roads store keeper could no longer receive and distribute the growing millions of grain; hence arose the necessity of a distinct avocation, which we, as individuals, are pleased to follow. Step by step this calling has been developed until it embraces members, whose standing as merchants is outranked by none. Each year more progress is being made, the old careless shiftless methods obtain only among the "has beens," or candidates for that distinction.

Let me ask why should indifference, incompetence and neglect have a place in the management, or, rather, mismanagement, of a business that involves more money and often times more risk than any other in the land? Why is it that some persistent incompetents will refuse to believe that their business is just as important to them as a bank is to a banker or a railroad is to a magnate.

Why allow waste and speculation to consume profits and impair capital and then curse luck when it is a clear case of lacking ginger and horse sense. I possess a monumental respect and admiration for the energetic, thorough, competent individual, in whatever line he may be engaged, if you please, a Cracker Jack in his calling; and I also possess an abiding contempt for the sluggard who sleeps while his business languishes and his opportunities lapse.

You who have prospered have never encountered greater obstacles than the wooden-headed competitor who will not pursue a course that leads to prosperity. The man who stands with his face to the past and his back to the future, who to-day pays more for grain than it is worth and to-morrow mopes and damns the markets, is a thorn in the flesh of every energetic competitor. I am happy to say that such examples are rare, the most of our brethren are decidedly alive and wide awake; they have taken lessons from those giants in industry, many living, some dead, truly great men who did, and are doing things



Director A. F. Brenner, Minneapolis.

commendable. Men who were and are pioneers in thought, men of ability and brains, uncrowned kings if you please, yet none the less kings in their line.

I count it a pleasure and a privilege rare to have associated, and to associate with men whose marvelous genius and energy developed our great milling, railroad and grain industries. I count it a most fortunate circumstance that our great western and northwestern states possess a farming community that knows no superior, and further that these great commonwealths possess state institutions presided over by men of genius whose delight and lifework is the making of two blades of grass and grain to grow where one grew before. All honor to these scientists whose study and skill have done so much toward our country's development! All honor to the hardy husbandmen who produce the world's supply of bread.

I count it a special privilege to associate with and meet here different members of our occupation; such meetings cannot fail to promote friendships, and develop the best of facilities with which to forward our work.

There are to-day few lines of business and labor lacking their own peculiar organizations, some founded on unreasonable and dangerous lines. In the hour that unreasonable principles are propounded and unreasonable lines mapped out, in that hour an association's downfall is determined. There enters into this organization nothing of which we need feel ashamed; the old "skinning" process, happily a relic of the distant past, finds no echo in the sentiments of this organization. Fair, honest markets maintained by men who are frank and honest with each other has brought prosperity to the farmer and grain dealers alike.

We are meeting here to-day on a common ground, two branches of our trade, the shippers and the receivers. Now one word for that often-abused individual, the receiver or commission merchant. The old idea that it is the practice among commission merchants to "skin" the shipper is certainly an erroneous one. I know of no commission man in Minneapolis to-day who would not work nights and Sundays to wrench from the buyer another fraction in favor of his client.

The dissatisfaction over grades is one that every commission man works early and late to eradicate, but he is often powerless; this is a large market—the largest in the world, we draw grain from all directions and for all grades, the harmonizing of these grades is no small task for our state officials; yet, volume considered, justice is more nearly secured here than in any other market on the face of the earth.

We yearly welcome to our midst the country grain dealer who seeks improved facilities and concludes to dwell among us; the fraternal hand will be extended to all who come. To those of you who will continue to operate at the old familiar stands I will say that you will always be welcome guests and especially will you be welcome at such meetings as the present one.

It requires the united energies and cooperation of us all to fill successfully the mammoth terminals, supply the mighty mills and load the monster ships.

P. P. Quist, chief weighmaster for Minnesota, read the following paper:

Minneapolis Weighing Department.

Previous to the year 1885 all grain shipped to Minneapolis was subject to the self-assumed supervision of the Chamber of Commerce, rules and methods of handling this grain being prescribed by that body. As the membership of this organization was composed almost wholly of millers and grain dealers of Minneapolis, the feeling naturally obtained (whether justly or not), that the handing of grain was in the interest of the dealers, rather than the shippers or producers, and that feeling resulted in the enactment of a law by the Legislature in 1885 creating the State Inspection and Weighing Department, the control of which was assigned to the State Board of Railroad and Warehouse Commissioners. When first started it was predicted that a department run in connection with politics would be a failure, but such was not the case. While it took some time to overcome the prejudice of the opposition, it was a success from the start, and I know that to-day it enjoys the confidence of the grain trade, and Minnesota state weights are accepted everywhere. I think that I can truthfully say that the service is not excelled, if it is equalled by any grain department in the country.

It has been charged that the department is under the control of whatever political party happens to be in power, and that those entrusted with the important duties receive their appointments as a reward for political services, and hence there cannot exist that degree of efficiency which should emanate from every branch of the service. It is, however, not plain to me that a class of men who take an active part in political affairs should be incompetent to successfully perform public duties. It is this class of men who have charge of all branches of our public service and the administration of our public affairs under a free and enlightened form of government, which certainly will not suffer by comparison with that of any other government on the face of the earth.

While it is true that our appointees are largely taken from the ranks of the political party in power, we should also bear in mind the fact that that party is held responsible for the services rendered to the public, and is anxious to merit the approval of the people, while at the same time it is also subjected to the criticisms of the public. It is therefore only fair to presume that those entrusted with the appointive power would exercise their best judgment in making their selections. It is also not difficult to believe that in each political party there is an abundance of good material for the purpose, and it is reasonable to take it for granted that in selecting citizens from either party that only men of good moral character and men who have a reputation for efficiency should be admitted to the service. Indeed these are requisite qualifications, as is well known by every man who applies for the position. No man of dissolute or intemperate habits can remain in the department, as it is the

aim of the appointing power to retain only men of character and integrity, and I am proud to say within my knowledge of the service that inattention to duty caused by inebriety has been the least of our troubles. Such being the personnel of the department it is not at all strange that our employes have shown a laudable ambition to perform their duties in such a manner as will reflect credit upon themselves and give satisfaction to all concerned. While I have great faith in the efficiency of the department, I do not wish to be understood as claiming that an error may not occur, for wherever human endeavor is exerted it is unwise to look for perfection. It is, however, my firm belief that with the strict supervision given to details, and the great care exercised, the number of errors is reduced to a minimum.

To turn to a phase of the work which interests the shipper to no small degree, namely, that of locating his shortage, I will show to you as briefly as possible some of the many things the department must contend with in the endeavor to protect the rights of all parties involved.

Laying aside the question of error in computing the weight, we have several elements which enter into a shortage between the point of shipment and the point of destination, of which perhaps the following are the most important from the fact that they cause more of the real trouble than anything else: First, the variation in weights given by unreliable and ill-cared for scales. Second, waste which comes from a careless coopering of cars by the shipper or his agents. Third, waste from careless loading of cars. Fourth, pilferage from the car after it has started, or even while standing at the point of shipment waiting to be put into the train.

These in brief are the principal sources of the shortages we are called upon to investigate, and from a careful study of the situation we have adopted a system of having reported each morning all cars found in bad order with a specific report as to the manner of the leak and an accurate description of the condition of the car. In following this method a few interesting figures present themselves, which will readily prove the truth of the foregoing statements.

Out of a total of 191,079 cars weighed by the Minneapolis Weighing Department for a period covered from Sept. 1st, 1901, to July 1st, 1902, there were reported 18,639 in bad order, which is an astonishingly large number. This is further interesting when subdivided as follows: 8,437 with leaky grain doors, 1,750 with doors open, 4,370 cars leaking in body of car, 2,762 without seals, and 1,320 with broken seals.

The leaky grain door is easily accounted for when it is seen that a great number of shippers use cull lumber, which is unable to stand the pressure of the grain, one board being weaker than another and thus is bulged out. Again, we find oftentimes that a car will leak over the end door, which is caused by switching a car that is loaded too high at the ends, the sudden jolting throwing the grain up against the door and over the protection of boards which is generally put up. Thus we see that it is quite possible for the shipper to lose a considerable amount of grain while it is in transit, and all this through no real fault of the carrier, of any parties handling the grain except himself. With greater care by the shipper the number of shortages will decrease considerably.

Referring for a moment to the other conditions mentioned it is astonishing to note the large number of cars arriving with doors wide open, or without seals, or with broken seals. The first indication would be that these cars had been tampered with, and beyond a doubt there are a great many instances when this very thing occurs.

The matter of pilferage, which is so greatly augmented by that most pernicious practice of car sweeping, has been a problem which has occupied the department's attention during the past year to such an extent that I am happy at this time to make the statement that where one year ago it was possible for a person to walk through the railroad yards and see scores of car sweepers at work, some with a bushel and some with more grain in sacks, to-day it is the exception to find a single sweeper in all the vast area covered by our railroad yards.

This matter has been taken up most systematically by the entire department, and the most hearty co-operation of the railroad and elevator and mill companies has made the project a success. The department has kept watchmen ever on the alert for car sweepers and pilferers, and is still continuing to do so.

The correction of this vice has been accomplished through the most part with the aid of the municipal authorities of the city of Minneapolis, in backing up the action taken by the department in its endeavors.

Neither expense nor labor has been spared by the Minnesota Railroad and Warehouse Commission in an earnest and determined effort to make the State Weighing Department of Minnesota what the name implies—that is, an official weighing department, the members of which are required to meet a high standard of competency, who must perform their duties faithfully and impartially, and who are obliged to work under a bonded responsibility.

The very fact that the state weighers do not know to whom the grain which they weigh belongs, assures an honest and impartial effort on their part to secure correct results, for it is obvious that a man



Director Geo. Wohlheter, Fairmont, Minn.

disinterested as to the ownership of the grain, and he himself under a substantial security bond of $5,000, would make a strenuous effort to obtain justice between shipper and receiver and give honest returns.

The State Weighing Department of Minnesota has investigated the methods of other great weighing systems in an effort to learn by comparison any improved methods that might exist. Special representatives have been sent to Buffalo, N. Y., Chicago, Ill., St. Louis, Mo., and to Midland, Ontario. The result has been satisfactory to the degree that to-day the State Weighing Department has embodied every modern and improved idea in the weighing business, and has not simply followed the lead of others, but has introduced reforms and regulations that could not obtain under any other system than a system supported and reinforced by statutory law.

It has been said of the modern elevator that the scales are the mechanical brains of the institution; and it is certainly true, for it is the scale or weighing machine which measures the volume of business, and furnishes the figures which must be finally considered to determine the net results of all business; that is the question of profit and loss.

Placed on a cutting knife-edge of tempered steel, a mighty weight of 50 tons or more is poised so delicately that it becomes as sensitive to external influence as the finest jeweler's scale. Hence the greatest care and attention should always be given the scale by the weighman, aside from the operation of taking a record of the weights, for it is apparent that upon the good condition and accuracy of the scale wholly depends the correctness of the results obtained from weighing.

In the State Grain Weighing Department at Minneapolis every part of the elevator system which in any way has related to the handling and weighing of grain comes directly under our closest supervision and inspection; the unloading pits, the elevating legs, the conveyor belts, the spouts, suction systems, garners and scales are under our constant care.

When a car of grain arrives at a mill or elevator, a complete record of the seals is taken by the state weighman. He then examines the car closely to detect any leaks or other bad order condition which might produce a discrepancy between shipping point and destination. It is then his duty to see that the unloading pit is clear, the garner and scale slides properly closed. He then balances the scales and gives the signal to unload the grain. When the grain has been unloaded it is the state weighman's business to know positively that all the grain from a given car has reached the scale and that the car has been properly swept, and the leg-gate or garner slide, as the case might be, is closed tight. He then sees the weight, making an official record in a book provided by the state for that purpose. All during this process of weighing, the state weigher has not been alone, but a competent man has been present, representing the mill or elevator, so the two men are a check against each other as regards the possibility of error.

It would seem that with all this care exercised no errors could occur, but it requires no argument to convince any fair minded business man that no human agent is infallible.

The state weighing department has done everything in its power towards the adoption of such reliable automatic devices that serve as a check against mistakes. For instance, the type-recording beam, which is now almost universally used in the Minneapolis system. This is a simple and ingenious device which makes an indelible and positively correct record of the weight upon an especially prepared card. These cards are carefully preserved, and should the weighman make an error in setting down the figures on the official report, reference to the impression ticket made by the type-recording beam, would at once correct the error, which otherwise would be impossible to discover.

It is the intention of the department to make a thorough official test of all scales at least twice a year, and oftener if there is any indication that alleged differences might have been caused by scale conditions.

The test given scales on which state weights are rendered, is the most severe test that can be made. The scale is first tested light with U. S. Standard test weights; then the scale is loaded to maximum capacity and tested again, making a double test on each scale.

We have the continual transferring of grain from elevators to mills involving all the scales in the Minneapolis terminal system; this furnishes a comparison of weights which stands as the best evidence of the actual condition of the scales and grain-handling apparatus, as proven by the results.

The committee on resolutions presented a resolution recommending the appointment of a committee on legislation, and that the president shall have power to add to the committee. The report was adopted.

The nominating committee reported for president, J. L. McCaull, Minneapolis; vice-president, A. W. Bingham, New Ulm; governing committee, W. B. Parsons, Winona; A. F. Brenner, Minneapolis; Geo. Wohlheter, Fairmont; A. A. Truax, Mitchell, S. D., and M. King, Utica, S. D.

Secretary Burrage: I had a letter from Secretary Stibbens of the Grain Dealers National Association, who expected to be with us, but was detained at Chicago. However, Charles S. Clark, who was formerly secretary of the association, is here and I think it will be well to hear from him.

Charles S. Clark: I do not know that I can present anything new on the subject, but you have everything to gain and nothing to lose. While I was still secretary, the secretary of your association came to the national at least a dozen times for help and received it. He will have some cases to handle which he will find far beyond his influence, cases which only the National association, supported by the united influence of the state and local associations, can handle successfully. In affiliating with the National you pledge your organization to pay only $1 per member, which at present would amount to $174 per year—a mere pittance as compared with the possible bene-

fits to be derived. By affiliating you will increase the value of membership in your own association and strengthen the influence of the National association. The assured benefits are so large, the cost so small, I am at a loss to understand how you can afford to hesitate even a minute on this proposition.

W. H. Chambers was called for and said: Personally I am strongly in favor of affiliating with the National association. The work of the National is not specific, but is by states. The plan is to organize the receivers under the national and the shippers under the state associations. Each dealer has but one vote, so that control of the organization rests with the shippers. I think affiliation a wise move.

Geo. A. Wells, secretary of the Iowa association, said: I guess every one knows I am heartily in favor of the National association, not for the purpose of controlling bidders, but for harmonizing differences between shippers and receivers. In the matter of national legislation the National association wields a powerful influence. In the matter of improved weights and inspection in terminal markets it is doing a needed work.

A. M. Woodward opposed affiliation because the National Board of Trade had proved useless.

E. A. Brown moved that the association affiliate with the Grain Dealers National Association.

A rising vote showed none opposed to affiliating, and the president declared the motion carried.

The amendments to the constitution recommended by Secretary Burrage were adopted.

E. A. Brown: The secretary recommended some action in the matter of mutual insurance. Some dealers of southern Minnesota and northern Iowa are organiging what is known as the Tri-State Grain Shippers Indemnity to carry our own insurance. It is a partnership for carrying the insurance of the partners. The partnership will be consummated Aug. 1 and remain in force for one year. It will be conducted on the plan which has proved so very successful with the Winona line companies. They charge stock company rates. Their net premiums for six years, plus interest, amounted to $121,173.65. Their fire losses during the same years amounted to $50,694.02; expense, $13,188.43, making the total cost $65,882.45 and the saving over old line rates $57,291.20. Firms in the new partnership being formed are St. John Grain Co., Douglas Elevator Co., D. H. McKellar, Benson Grain Co., Geyermann & Morris Co., Skewis-Moen Co. and others.

President Wenzel: The Winona company has worked to our entire satisfaction. It has saved us about 50 per cent of the rates charged by the stock companies. Some years less, other years more. You will surely save money by having your risks looked after.

A. J. Zingre: At the last meeting in Des Moines the Iowa association appointed a committee to investigate the matter of mutual insurance company and it found that the banks would hesitate to accept certificates for grain so insured.

Geo. A. Wells: I have put out a circular to obtain the sentiment of shippers as to the desirability of placing a check on corners in grain and I would be pleased to have some expression of opinion here.

President Wenzel: It does seem right that some action should be taken to protect the cash grain man who finds it necessary to hedge his cash grain in Chicago.

A vote of thanks was tendered the retiring officers and the meeting adjourned.

CONVENTION NOTES.

A brief but good meeting.

From Nebraska was J. McHugh, Plattsmouth.

All new officers will be required to wear high hats.—Wenzel.

A buffet luncheon was served with the compliments of Minneapolis receivers.

Only about 30 railroad certificates were



Director M. King, Utica, S. D.

turned in, which would indicate that the attendants were well supplied with passes or mileage.

Three Chicago firms were represented: Gerstenberg & Co. by F. S. Landers and H. Hahn; W. F. Johnson & Co. by J. W. McCabe, and Rosenbaum Bros. by T. Speltz.

Six new members—W. A. Forsaith, Slayton, Minn.; Meier & Miller, Lennox, S. D.; J. A. Campbell, Dundas, Minn.; Farmers Shipping Association, Brookings, S. D.; Spaulding Bros., Lamberton, Minn.; P. B. Mann Co., Minneapolis; Mohr-Holstein Co., Milwaukee.

From Minneapolis were T. S. Andrews, S. J. Austin, W. H. Chambers, F. L. Davies, W. P. Devereux, F. R. Durant, G. B. Esterman, R. T. Evans, T. E. Hawkins, W. Hunter, W. B. Hatch, C. H. Leaman, M. W. Lee, J. L. and S. J. McCaull, C. E. Wenzel and A. M. Woodward.

Among those present from South Dakota were A. H. Betts, Mitchell; A. A. and G. S. Binford, Brookings; A. N. Carlisle, Woonsocket; G. F. Hillmar and J. N. Hymes, Volga; E. H. Meier, Lennox; G. Norman, Webster; W. L. Paul, Brookings; J. B. Peterson, Sioux Falls; E. A. Rippe, Madison; P. Rossback, Lennox; C. Rempfer, Parkston; A. A. Truax, Mitchell, and Chas. Zehnpfenning, Parkston.

The dealers from Minnesota included A. W. Bingham, New Ulm; E. A. Brown, Lu Verne; F. F. Burdett, Chandler; J. Burns, Wells; V. E. Butler, Heron Lake; J. A. Campbell, Dundas; F. E. Crandall, Mankato; W. E. Cummings, Glenwood; E. Donilson, Dawson; H. N. Douglas, Worthington; C. C. Enestvedt, Belleview; J. Franta Gibbon; J. N. Graling, Spring Valley; S. W. Harrington, Round Lake; J. C. Herrington, Pipeston; D. D. Hiebert, Mount Lake; J. Hockanson, Hector; W. R. Hyde, Fairmont; A. Kasper, Glencoe; F. S. Kingsbury, Heron Lake; K. Kreiger, Westbrook; J. J. Le Due, Lu Verne; J. R. Mason, Mazeppa; S. Nelson, Welch; L. Niedere, Hastings; J. E. O'Hara, Dawson; C. S. Orwall, Clarkfield; F. A. B. Paterson, Fairmont; W. H. Richardson, Winona; H. H. Rippe, Fairmont; C. P. Russell, Eyota; A. and C. A. Spaulding, Lamberton; C. D. Tearse, Winona; J. F. Thompson, Plainview; T. S. Thoreson, Dawson; F. W. Werdin, Glenwood; F. E. Woodward, West Concord.

Iowa sent three delegates—S. G. Harding, Spirit Lake; Geo. A. Wells, secretary of the Iowa Grain Dealers Association, and A. J. Zingre, Mason City.

Annual Meeting of Wisconsin Dealers.

The annual meeting of the Wisconsin Grain Dealers Association was held in the Republican House, Milwaukee, July 23rd. The meeting was called to order by Prest. McIntyre, of Waldo, Wis.

The minutes of the previous annual meeting were read by Secy. Saemann and adopted.

The election of officers resulted in the re-election of E. McIntyre to act as President for the ensuing year. J. H. Timm, Plymouth, Wis., was elected Vice-President and N. Saemann, Adell, Wis., was re-elected Secretary. A. W. Finnigan, Random Lake, was elected Treasurer.

The following Board of Directors was chosen: M. B. Helmer, Fond du Lac; L. Laun, Elkhart; W. Matthaeus, Kiel; J. Fuhrman, Oostburg; Matt Altenhofen, Random Lake.

Those present were: A. W. Finnigan, Random Lake; M. B. Helmer, Fond du Lac; E. McIntyre, Waldo; W. Matthaeus, Kiel; G. H. Olmstead, Fond du Lac; N. Saemann, Adell; J. H. Timm, Plymouth.

As the meeting was a failure in the point of attendance it was decided to endeavor to work up a meeting, the date of which was set for Aug. 6th, at Elkhart.

The Wisconsin Grain Dealers Association has a membership of about sixty and President McIntyre is confident that in a short time the members will appreciate the value of the association and take more interest in its meetings.

Books Received.

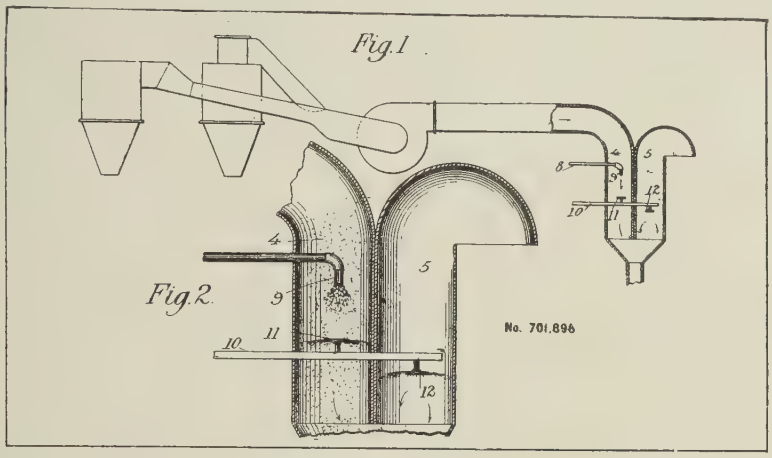
BLUM'S REDUCTION TABLES have been prepared for the convenience of dealers in export grain in ascertaining with accuracy and rapidity freight charges for any quality of grain on all standard bases, in pounds, shillings and pence. Tables are added for converting pounds avoirdupois into kilos, and vice versa; exchange tables giving equivalents of pounds sterling in francs, marks and florins; table showing 5 per cent primage on sums up to £100,000; and tables showing freight cost on any number of packages, given cost of single package. Thirty-six pages, 8x11, flexibly bound in durable leather, and with 16 black leather marginal indices. Calculated by A. R. Blum, author of the Ideal Cipher Code; published by the American Code Co., New York. Price, $3.00.

Phillips says the Gates crowd will not make big profits.

Dust-Damping Device.

As an aid in settling the dust coming from scourers, smut and separating machines, Christian H. Larson, of Chicago, Ill., has invented a wetting attachment, covered by letters patent No. 701,898, and illustrated in the engraving herewith.

The general plan of the system is shown in Fig. 1. The dust is blown by the fan into a trap having a descending and an ascending division, as shown in Fig. 2. As it enters the descending pipe the blast is reinforced by a jet of steam, which also helps to moisten the dust particles. In the same pipe is an upwardly directed water spray. After turning the bend in the bottom of the trap the stream of air meets a second water spray in the ascending pipe. The steam is condensed by the spray, and, together with the water and dust, drops into the hopper bottom to be drawn off by the discharge pipe.



Dust Damping Device.

To Improve Quality of Clover Seed.

The prevailing custom which has been current the last few years, of allowing the hay for seed to stay in the field, awaiting the threshing machine, allowing the clover to be exposed to all kinds of weather, is one of the main reasons why we have such a poor quality of seed, writes Frank W. Annin, for 13 years chairman of the seed committee of the Toledo Board of Trade. There is no excuse for threshing from the fields, except laziness. This fact, together with the cutting of the plant before it is actually ripe, are the two great reasons, and the ones that must be avoided at once, if the farmers intend to grow the good quality of seed which they formerly did.

Farmers must return to their methods, used previous to 1895 or 1896, as about that time a poor quality of seed began to show itself. Cutting the seed crop, especially of the mammoth, must not be done, say on an imaginary line south of Columbus, O., and Indianapolis, Ind., and Springfield, Ill., earlier than about July 10 to 20, or such time as it is thoroughly ripe to cut for seed, and later further north. The threshing should not be hurried until such time as nature has finished her work; at least from three to four weeks or more should expire; then the medium seed proportionately later.

Before cutting allow the clover to get perfectly ripe and mature; not merely to have the heads look brown, while the stalk and stems are largely green underneath, but to be absolutely sure it is ripe, stems and all. Unless it is perfectly ripe and mature, many seeds will be unripe and shriveled. It should then be cured, and either well stacked or placed in barns. It should be well protected from exposure to the weather, and not until it has gone through the sweat, or until nature has finished the curing process, should it be threshed.

Canadian farmers have not changed their custom of years back, regarding the cutting or saving of seed, and where they have had a crop at all, the quality has been remarkably fine, the same as Ohio, Michigan and Indiana formerly had, and would have still, if they followed their methods.

Farmers take their clover seed to the dealers who buy it after being recleaned, the farmer taking back home for resowing the tailings or offal that blow out of the good seed. Therefore many sections are continually sowing the poorest possible seed, as well as plenty of weed seeds, resulting in emaciated sickly plants, not capable of making perfect or mature seed. The farmer should buy and sow nothing but the best seed, or take back home with him part of the recleaned seed, and have nothing whatever to do with the poor stuff for his farm.

Late News.

Twist Bros. have discontinued their business at Farmersville, Ill.

C. Friedley of Dunkirk, O., will put in apparatus for drying wheat.

J. W. Eubank has bought the elevator at Ellsworth, Ill., of C. H. Whitaker & Son.

Nobbe Bros. have sold their interests in the grain business at Divernon, Ill., and will not erect the elevator as contemplated.

A. A. Lee, Reynolds, N. D., July 23: Late sown crops have suffered considerably from drought and heat; early sown crops in good condition.

The Minneapolis & Northern and the Duluth Elevator companies are having their houses at Reynolds, N. D., repainted and the National Elevator Co. is making various repairs.

T. M. Olson, Strum, Wis., July 24: Crops looking fair and will give average yield; some hay spoiled by continuous rain, which has been quite heavy for the past few weeks; corn looking good.

Nobbe Bros., Farmersville, Ill., July 24: Have been taking in quite a bit of new wheat, but condition is poor, it being sprouted and damaged by the recent hot weather; new oats in very fair condition; prospect for corn crop pretty good.

The Reynolds Farmers Elevator Co. has organized at Reynolds, N. D., and has tried to buy one of the old line houses. Being unsuccessful in this, the farmers have concluded to wait until next spring and then build a new elevator.

Cobs.

Bids for No. 2 red should be ignored when the harvest fields are rain soaked.

When speculating in wheat, trade only on lucky days. These are July 32, Aug. 32 and Feb. 30.

If the new engine refuses to start go and see if there is any gasoline in the tank before wiring for the expert.

Cornstalks have been successfully converted into paper pulp by Geo. R. Sherwood of Chicago. His process is said to be commercially profitable.

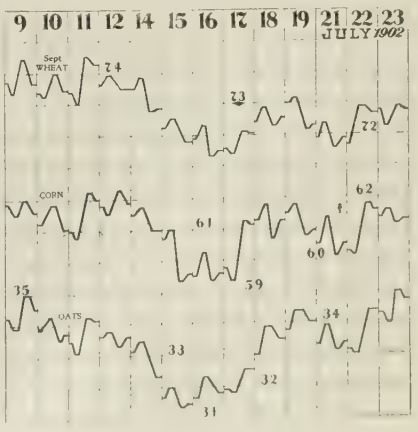
Exports of rice, bran, meal and polish amounting to 28,800,913 pounds during the eleven months ending June 1 show an increase over the amount exported during the corresponding period a year earlier, which was 24,358,448 pounds.

Everything has to be "hedged" and the abused Chicago speculator is expected to carry all the "hedges." Under the present system the oft defamed "scalper" is practically the only merchant in the lot. The average elevator company wouldn't carry a loaf of bread—"unhedged."—Pope & Eckhardt Co.

The Grain Dealers Association of Southern Minnesota and South Dakota, at its recent meeting, voted to affiliate with the Grain Dealers National Association. Although this organization has but 180 members in good standing, its members operate nearly 600 country elevators, which makes it one of the strongest in number of elevators represented of any of the affiliated organizations. The National association is rapidly gaining strength in terminal markets as well as in the country. Membership is becoming more valuable to every dealer and more desirable. It is but natural that as the association grows older and stronger numerically, its influence should be a more potent factor with the trade.

Prices at Chicago.

The opening, high, low and closing quotations on wheat, corn and oats for the September delivery at Chicago for two weeks prior to July 24 are given on the chart herewith.



Annual Meeting National Hay Association.

The ninth annual meeting of the National Hay Association was held at Hotel Victory, Put-in-Bay, O., June 10-11-12. The first session of the meeting was called to order at 2 p. m. by President Bridge, with about 400 shippers and receivers in attendance. Rev. F. O. Kelsey of Toledo delivered the invocation, after which Hon. Geo. K. Nash, Governor of Ohio, welcomed the dealers in behalf of the state. A. E. Cutter of Lima, O., welcomed the dealers on behalf of the Buckeye dealers.

These most cordial welcomes were responded to by ex-President Geo. S. Blakeslee of Chicago. President Bridge then introduced John B. Daish of Washington, D. C., who spoke on the subject assigned him, "Here and There."

The following were then appointed as committee on credentials: G. C. Warren, Saginaw, Mich.; J. J. Walters, Chicago; J. S. Carscallen, Jersey City; Walter Kirwan, Baltimore; G. O. Gladding, Providence.

The minutes of the last meeting were not read, having been printed and distributed among the members immediately after last meeting.

The board of directors submitted its report for the past 10 months ending July 12. It reviewed quite extensively the suit before the Interstate Commerce Commission regarding classifications, and dwelt upon the work the directors had done during the past year. Terminal facilities were commented upon and steps have been taken to urge the proper persons to provide proper facilities in all the large markets of the country. The directors also suggested that the National Hay Association continue to co-operate with the other national organizations in urging the passage of laws which will increase the powers of the Interstate Commerce Commission to the extent that its decisions may be enforced. Their report also showed that the association had co-operated with President Warren of the Chicago Board of Trade in the supression of the bucket-shop evil.

The report of the board of directors was accepted. The meeting then adjourned till Friday morning.

Friday Morning.

The president called the meeting to order at 10:30.

Geo. C. Warren, chairman of the transportation committee, submitted his report, which was placed on file.

W. G. Bishop, chairman of committee on grades, submitted his report, which also was placed on file.

The secretary submitted his report, which showed 576 members to be in good standing and a balance of $386.85 on hand in the treasury July 9.

The report of the special committee which appeared before the Interstate Commerce Commission of the Senate and the Interstate and Foreign Committee of the House was made by John B. Daish of Washington, D. C.

President Bridge appointed as committee on resolutions E. L. Rogers, Pennsylvania; Frank Fairweather, Michigan; J. W. Osborn, New York; Charles Springer, New York; R. Galt, Washington, D. C.

National inspection of hay came in for considerable discussion. The matter was finally referred to a committee composed of three shippers and two hay receivers.

The chair then appointed the following to act as such committee: L. W. Dewey, Ohio; H. V. Burns, New York; J. V. Ferguson, Louisiana; E. L. Rogers, Pennsylvania; Lee Holmes, Indiana.

Chas. England delivered a most interesting address on Commercial Organizations, which follows:

Commercial Organizations.

From a natural instinct the spirit of association or organization has always existed in man. Because of necessity for protection and the desire for development and progress, men have always joined together for the attainment of a common purpose which could only be secured by the strength of their numbers. At first members of families bound themselves together for mutual protection and benefit, then families united into tribes, and in the steady evolution that followed organization was a matter of first consideration and became so influential that kings condescended to be identified with it and their laws often became the laws of the land, just as the laws of commercial organizations at later periods have become the governing rules of commerce. Following tribal organization and the primitive educational benefits derived therefrom, came the birth of villages, boroughs and cities, also the building of places of worship and education. Rome had her trades unions, and although at certain periods they were considered a menace to the empire and were suppressed by force, they developed rapidly, their objects being very similar to the principles of such organizations of the present day, viz., a desire to prevent unfair business dealings among members, check unjust competition and protect themselves against encroachments on their personal and property rights, and they eventually became supporters of the government instead of being opposed by it. This spirit of organization, varying only because of local influence, has prevailed ever since and it is a fundamental condition of religion, business and society and one of the means leading up to all the development we now enjoy.

The man who does not associate himself with society, in its general sense, or refuses to acknowledge its rules and customs, is at best a hermit or an outlaw, and he who can see no advantage to himself or his fellow merchants by associating with them, is a pirate in business or else he has a moral nature so warped that he is out of place among high-minded men and cannot exist under such rules and regulations as they prescribe for their own government and restraint. In business organizations, as well as in government and society, a man must forego a certain amount of his personal liberty for the benefit of the whole. The underlying principle of all development being a harmonizing of separate interests in the interests of the whole, and when men who think alike act together they are able to reform those things that need reforming and carry to the fullest conclusion all business and economic problems that are capable of development. Edmund Burke says: "All government, indeed, every human benefit and enjoyment, every virtue and every prudent act, is founded upon compromise and barter," and when in the fulfillment of this general rule a man compromises a portion of his liberty, time or money, by becoming an integral part or a factor in any organization, he places himself in a position to enjoy a full share of the success which can only be obtained by united effort, and should proper occasion arise he can confidently invoke the aid of the organization in the furtherance of his individual legitimate purposes.

Having briefly referred to the spirit of association or organization that is natural to all men, we now come directly to the subject under discussion, "Commercial Organizations," and will confine ourselves to those trade bodies with which our business brings us directly in contact and with which we are most familiar. As far as records show, the New York Chamber of Commerce was the first commercial organization in this country, having been chartered March 13, 1770, by petition to King George through George Golden, the Colonial Governor. This petition among other things sets forth that "Having associated themselves for purpose of trade and commerce, and having experienced the good effects of being associated together, desire to render this association more extremely useful and permanent and more adequate to the purpose of so benevolent an institution." Thus in the early days of America's metropolis, before the existence of trusts and monopolies, the staid merchants of Manhattan realized the advantage of and felt the necessity for organization.

After the incorporation of the New York Chamber of Commerce, trades organizations multiplied, but as they were generally local in character they were subject to local influences, and many passed out of existence or gave place to others as changed conditions revoked the causes of their formation. The principal trades bodies with which we are most familiar have been incorporated within the past sixty years, and are therefore modern institutions in thought and purpose. They were incorporated in the years as follows: Cincinnati Chamber of Commerce, 1850; Baltimore Chamber of Commerce, 1852; Toledo Produce Exchange, 1858; Chicago Board of Trade, 1859; New York Produce Exchange, 1862; Merchants' Exchange of St. Louis, 1862; Philadelphia Commercial Exchange, 1863; Detroit Board of Trade, 1863; Cleveland Chamber of Commerce, founded in 1848, but not incorporated until 1866; Milwaukee Chamber of Commerce, 1868; National Board of Trade, 1868; Kansas City Commercial Exchange, 1869; Pittsburg Chamber of Commerce, 1885; National Hay Association, 1893; Grain Dealers National Association, 1896. All of these bodies were organized for general commercial purposes and not for private advantage, and there is a remarkable unanimity in the avowed objects of these organizations, as expressed in their charters and by-laws, all clearly stating that they were formed for the purpose of inculcating just and equitable principles in trade, to facilitate the speedy adjustment of controversies between members and others, to secure the benefits of co-operation in the furtherance of their legitimate pursuits, to establish and maintain uniformity in commercial usage, and to acquire, preserve and disseminate valuable business information. Having such motives to guide them, while engaged in advancing their business interests, they are a moral power in their several communities, which feel their example and reap the benefits of their exalted ideas in every phase of commercial life. The growth and influence of these organizations represent the commercial progress of this country in their especial lines of trade, and the lively interest they have taken in all public matters, whether commercial, social or political, has had an important bearing on national affairs, and many commendable acts in the statute books are there because advocated by them. Every rule framed for themselves or others has been based upon equity and intelligent procedure. They have made it possible for every tradesman, no matter how remote his location, to keep in touch with the influences that bear upon his business, and at enormous cost they collect valuable information, not possible for an individual to obtain, and give it freely to the public for its benefit and guidance. When we receive valuable business information either through the press or by private dispatches, very few of us stop to consider that it has for the most part been collected, and sent out by one of these trade bodies, and that it carries with it their stamp of reliability. The great factor in the reduction of the cost of transportation and handling of our products has been the constant efforts of these bodies, and every producer is indebted to them for the enhanced value of his property and the benefits of their restraint on corporate power. We have heard it occasionally said by some large operators that membership in trades bodies is not essential to them because with a "ticker" in their offices markets can be watched and business transacted by telegraph. But where does the "ticker" get its information, and where will the transaction be consummated that is sent out from the office? Abolish the trades bodies and the dealer with large capital, by securing for his private use the information now given out by these organizations, will become a monopoly of the worst type, and any information he gives out will be garbled for his selfish purposes.

Commercial organizations stand between the producer and tradesman on one hand and unjust combinations on the other. They are always contending for better markets and improved facilities, and they restrain or nullify those elements that are always a menace to individual existence. Occasions so arise when selfish men may temporarily use the machinery of one or more of these organizations for the attainment of their own ends, but the effort, no matter how successful it may be, is short-lived and without permanent effect. These organizations have never attempted to legislate solely for their own members, but, on the contrary, it is a general principle

of all to take into account the good of the community when considering matters of a general character. In very many ways trades bodies protect and encourage the small dealers and producers, and every non-member who is possessed with a spirit of fairness appreciates their efforts and influence.

In these days we hear much about trusts and their constantly increasing power calls for strong restraint. There are many industrial combinations that are meritorious, but they require as close watching as those that are evil in their tendencies, because success to-day is likely to make them oppressive to-morrow. There is, generally speaking, a greater feeling of helplessness on the part of the people in regard to these combinations than the actual conditions warrant, for they are, after all, dependent upon the people and the willingness with which they submit to the exactions of corporate influences. Timidity on the part of the people is an element of strength to the trusts and like political bosses in this respect, they acquire power by the consent of the masses, through the feeling that opposition to them is futile.

It is not, however, of trusts that we speak to-day, but to express the belief that the timid and widely scattered opposition to them, if concentrated in effort, can counteract the influence of the most powerful trust and dictate decent methods to such as are worthy of existence. This power lies in commercial organizations, and when they are united they can meet combination with combination and obtain that relief which at present we cannot hope to realize from courts or legislation. There is a well founded feeling of hopelessness on the part of the ordinary man in submitting his cause to the courts because of a belief that he will not receive the respect accorded his opponent, if a corporation, because the latter is able to keep influential counsel in its employ at all times, and because corporations frequently contribute funds to the dominant political party in order that politics may serve them in their business. Also to the fact that the bench and bar too often overlook equity in their proneness to delve into technicality, and in this country where there are neither kings nor despots, this want of confidence in the courts has done more to breed a spirit of anarchy than any other single cause. Commercial organizations can by a well directed effort have a powerful influence upon the judiciary, especially when, as is too frequently the case, he who sits upon the bench is the perquisite of the political boss or the result of a partisan contest. Commercial organizations can quicken the sluggish consciences of state and national legislators and inspire in them a degree of business intelligence that they do not always possess. So long as the commercial organizations of the country allow political parties to have no other desire than to possess and distribute political offices, just so long will they trifle with the serious matters and allow grave economic questions to await until their selfish ambitions are satisfied.

In every town, no matter how small its business or population, there should be a business organization, and every business man should be a member of it. The establishment of every new trade body gives new impulse to the older organizations, and to broaden their influence every local organization should be represented in a state or national association of similar character and purpose, because national associations conciliate opposing sentiments, modify sectional feelings and create a public sentiment which can have a beneficial influence upon national legislation and require the enactment of such wise and just laws as will guarantee to every business man the fullest privileges to which he is entitled.

We have said that every business man should be identified with some trade organization. This is only a portion of the duty he owes himself and the community in which he lives, and to advance the interests of both he should also be a member of a state and national organization, because state and national organizations bring him directly in contact with business representatives from other sections, thereby increasing his stock of business information and extending his personal influence on the lines most beneficial to his business. He may not realize the benefits of this association in actual hard cash, but he will receive it nevertheless, whether through beneficial legislation, better transportation facilities and rates, and reduced cost of conducting his business in many other ways. If fifty business men belong to a local organization they only count as that many. If in addition they are identified with a state, also a national association, they count as one hundred and fifty men in their influence. What could the eight hundred members of the National Hay Association accomplish if working from their own locality instead of being the compact body that it is, even though influenced by a common purpose? On the other hand, what cannot they do when acting concertedly under intelligent and earnest leadership? This association has done much in its short career and its work has not been for the sole benefit of its members, but every man connected with the hay trade, whether a producer, packer, receiver or exporter, has been benefited by the work of this active body. Those who are so dead to their own true interests as to be indifferent about connection with this organization and those who from a narrow spirit oppose it, are nevertheless willing to enjoy its benefits without contributing to its moral or financial support, and it is the duty of every member to devote a portion of his time, not once a year, but every month or week, to bring into membership those who are enjoying the results of our labor, and the more time and thought we give to our organization the more loyal and enthusiastic we become, and as these conditions are contagious, it will not be long before every member feels the inspiration of our efforts.

Mr. President, I believe in organization. I have seen the power of its influence and I appreciate the value of its assistance. It insures to every reputable business man a position in the business world that he cannot otherwise attain. The enrollment of his name among honest, active and intelligent merchants brings him the respect of his associates and that of the members of other trade bodies, broadens his ideas and inspires that self-confidence which is founded on high principles and which is necessary in every new undertaking. On the other hand, the man who prefers to hold himself aloof is incapable of elevating his ideals or morals higher than his own personal standard and because of his narrow life he is not conditioned to strike out into the swift current of business and has little power of resistance against the difficulties that threaten every man.

Hon. John P. Jones, in a recent address before the United States Senate, said: "Association stands for strength, for concentration, for intensity, for achievement. Isolation stands for feebleness, for ignorance, for inefficiency. It implies expenditure of force without proportionate result. It involves waste of physical energy, and induces mental languor and impotence. Whatever, therefore, tends to bring men together tends to lighten the burden of each, while multiplying the achievements of all."

Scripture says: "No man liveth to himself, and no man dieth to himself." And this natural dependence, which extends from birth to the grave, is placed in us, like every human instinct, that we should make the most of it, and he who most surely realizes his dependence and early follows its dictates by associating himself with that which is honorable, intelligent and respectable, will find in the beginning that association, like every other human instinct, is a virtue, and a means of happiness when applied as it was intended that it should be.

Friday Afternoon.

The afternoon session was called to order at 2 p. m. and President Bridge introduced to the members William S. Warren, president of the Chicago Board of Trade, who delivered an interesting address on "Commercial Honor." Mr. Warren defined the word honor as "a controlling sense of what is right, true and due—probity of feeling and conduct. He thought that the practical definition of honor would be the application of the golden rule to business methods. His speech led up to the bucket-shop question in all its phases and this evil was severely denounced. The association showed its appreciation of Mr. Warren's able address by extending him its most hearty thanks by a rising vote.

The following special committees were then appointed by the president:

Committee on Place—D. L. Leas, Indiana; J. D. Carscallen, New Jersey; H. T. Lawler, Louisiana; J. H. Lewis, Michigan; C. S. Bash, Indiana; Mr. A. W. Gibbons, Ohio; J. B. Michael, Illinois; A. Felty, Ohio; W. J. Armstrong, Wisconsin; F. A. Nowlin, Michigan; John Johnston, Pennsylvania.

Committee on Grades—L. C. Bradley, New York; N. A. Fowler, New York; J. D. Hale, Indiana; W. M. Vrooman, Michigan; F. S. Smith, Boston; H. W. Robinson, Ohio.

Committee on Cipher—Messrs. Sale, Heath, Clutter, Voris and Morgan.

Committee on Directors' Report—Geo. C. Warren, chairman, Michigan; F. H. Dean, Virginia; Mr. Hughes, Tennessee; F. M. Greenough, Michigan; John Mullaly, Missouri; Franklin L. Lewi, New Jersey; C. G. Egly, Indiana; E. C. Davis, Ohio; W. J. Thompson, Illinois; E. D. Rundell, Pennsylvania; Mr. Clendenin, Maryland.

G. T. McComb, Lockport, N. Y., then delivered an address on "How to Conduct a Successful Hay Shipping Business." Quite a lively discussion followed this speech, after which the meeting was adjourned until Saturday, 10 a. m.

Friday evening was given over to a reception and ball at the hotel.

Saturday Morning.

The morning session was called to order by the president at 10 a. m. Chas. S. Bash, Ft. Wayne, was introduced and delivered an address on "Men of Straw." This address was enthusiastically received by all his hearers.

The committee which was appointed to act upon the recommendations in the report of the board of directors reported favorably on all recommendations. The report was adopted.

Mr. Heath read the report of the committee on cipher codes, which recommended that a committee of three be appointed to confer with Mr. Beveridge on the code which he prepared; and, if found suited to the demands of the association, to make arrangements for its use. This report also was adopted

The report of the committee on national hay inspection was read by L. W. Dewey. It provided that inspectors be appointed at such places where the fees would cover such expenses, and that all inspections be made on rules laid down by this association.

The report of the nominating committee was read by J. W. Tate and was unanimously adopted.

The following are the officers elected for the ensuing year:

President, Charles England, of Baltimore; first vice-president, J. A. Heath, Lenox, Mich.; second vice-president, F. Diebel, St. Louis, Mo.; directors, J. B. Michaels, Assumption, Ill.; Abner Hendee, Providence, R. I.; Mr. Springer, Moravia, N. Y.; F. L. Lewi, Newark, N. J., and J. D. Hale, Decatur, Ind.

The newly elected officers made short speeches thanking the members for the honors conferred upon them, after which the meeting adjourned.

A FEW BALES.

C. E. Purcell represented the Ohio Hay Press Co., of Bellevue.

Everyone was requested to bring his wife. Some did, some didn't.

The most enjoyable and largest meeting the association has ever held.

J. H. Irwin & Co. presented a most unique aluminum card to their acquaintances.

The Ohio Bale Tie Co., manufacturers of all kinds of bale ties, was repre-

sented by M. D. Kilmer, general manager.

Lee D. Jones, the only dealer from Memphis, distributed a lead pencil as a remembrance.

S. S. Daish & Sons made many friends through the distribution of little boxes of matches.

H. E. Elgert of J. A. Manger & Co. distributed a very good lead pencil among the attendants.

Everyone is satisfied so long as Andy Kuhl had a good time; though he mixed —business with pleasure.

Harry Hill of the Union Grain & Hay Co., distributed a novelty in the way of a steel letter opener.

J. A. Spencer, patentee and manufacturer of the Alligator Press, had a model of his machine on view.

Fred Mayer, Charlie Knox and "Sure Bill" Sampson attended the potato convention. We are not informed where.

It was reported that Mayer and Parsons of Toledo were at the Casino one evening. They left early—in the morning.

The association has a membership of 576. Yet with the good work it is doing for the hay man its numbers should be 2,500.

Chicago dealers are already planning for the entertainment of the 10th annual convention which will be held there next year.

The Grain Dealers Journal was represented by H. R. Phillips, who distributed as a souvenir a little bull stick pin. Did you get one?

The toboggan slide at the bathing beach was enjoying great popularity until some gent went down a little too fast. This slide resulted in a home run.

Somebody asked if Put-in-Bay had a mayor. He was told no; but that Toledo had two: Mayor Jones and Fred Mayer. Both individuals worthy of better things.

Some Toledo friends and a number of others who desired to reach the Victory a day ahead of time were reported to have been carried on to Cleveland at a great loss to the Victory.

One of the most sought for souvenirs of the convention was the aluminum pin tray distributed with the compliments of Geo. N. Reinhardt & Co. The tray bears a picture of their plant.

Washington dealers were not to be outdone, so had a neat little book to give to their many friends. A list of car lot buyers was printed on the inside cover with the emblem of the association on the outside in gold lettering.

A very worthy action taken during the meeting was that of making the size of bales of hay uniform. A uniform size of bale for different kinds of hay will no doubt result in much benefit to the shipper, buyer and consumer.

A most pleasant sight to see was the officers and jobbers of the American Steel & Wire Co., and the Griswold Wire Co., seated at tables partaking of an elegantly served banquet. Short speeches were made by Messrs. Warren and Bridge.

John L. Dexter of Detroit as chairman of the entertainment committee has achieved a reputation so farreaching that he will be called upon to fill this important position at all future conventions. The ladies all vote him a charming man, and the men a jolly good fellow. He surely merits praise.

E. H. Culver, Toledo's inspector, was in evidence everywhere. If not breaking hearts, it was sidewalks, but he showed that he had the welfare of the countrymen at heart by seeing that they all walked in the middle of the road on the return trip.

The predictions of A. E. Clutter came true in nearly every respect. It was a hard struggle to break away from some of his "summer girls." We are sure that Illinois will in time produce a prophet who will tell the trade what a good time they are going to have in Chicago next year.

Charles England was the recipient of many hearty congratulations on his election to the presidency. Mr. England is one of the stanch supporters of the association and well merits the honor conferred upon him. Mr. England has always taken a great interest in association work and is also a member of the trade rules committee of the Grain Dealers National Association.

It was gratifying to all to have so many railroad representatives in attendance. They were present at all sessions and became acquainted with every one during the round of entertainments. The following were present: C. C. Divine, Kanawha Dispatch, Toledo; G. J. Blankemeier, Union Line, Toledo; A. C. Lemmers, West Shore Line, Toledo; Jno. F. Schott, freight agent L. S. L. V. Route, Toledo; Geo. A. Wilcox, commercial agent, Georgia R. R., Cincinnati, O.; Wm. Willis, Chattanooga, Rome & Southern Ry., Cincinnati; H. B. Wilson, L. E. & W. Ry., Indianapolis; M. J. Milward, Pennsylvania R. R., Detroit.

A few of those present:

Baltimore: W. G. Bishop, W. G. Bishop & Co.; Chas. G. Clarke, J. A. Loane & Co.; A. A. Kuhl, G. A. Hax & Co.; J. H. Irvin, J. H. Irvin & Co.; Emory Kirwan, Kirwan Bros. Grain Co.; John W. Snyder, Hammond & Snyder; Egil Steen, E. Steen & Bro.; Chas. England, J. T. Clendenin, Chas. England & Co.; Chas. McDonald, chief grain inspector.

Buffalo: H. V. Burns.

Boston: F. L. Wood, Lord & Webster.

Chicago: A. R. Dennis, Louis Muller & Co.; H. H. Freeman, H. H. Freeman & Co.; L. Livingston; H. L. Randall, T. D. Randall & Co.; W. J. Thompson, B. S. Sanborn & Co.; J. J. Walters, Walters Bros.; J. A. Edwards; A. T. Weaver, American Steel & Wire Co.; W. Wittman; J. B. Carter, Z. R. Carter & Bro.; T. R. Worley, R. F. Worley & Co., Geo. S. Bridge.

Cincinnati: F. E. Fleming, Ellis & Fleming; P. M. Gale, Gale Bros.; J. B. Koenig, J. H. Hermesch Co.; H. H. Hill, Union Grain & Hay Co.; C. E. Van Leunen, The Van Leunen Co.

Cleveland: Walter A. Bennett, secretary Cleveland Grain Dealers Association; E. M. Folsom; C. G. Clark, A. W. Gibbons, Union Elevator Co.; Herman Weber; J. F. Kemper; H. M. Strauss, Strauss & Joseph; E. A. Williams.

Columbus: J. C. McCord, McCord & Kelley; J. P. McAllister; K. B. Seeds, Seeds Grain Co.

Illinois: S. D. McGinnis, Ed. F. Jolidon, McGinnis & Jolidon, Elvaston; J. B. Michael, Assumption; F. D. Voris, Neoga; W. D. Blair, Malta; A. F. Morgan, Lodi.

Indiana: M. C. Niezer, Monroeville; T. W. Clark, Portland; C. G. Egly, Berne Grain & Hay Co., Berne; C. S. Bash, Ft. Wayne; G. A. Dreitzler, Claypool; L. G. Holmes, Portland; Bert Campbell, Clark Campbell, Waterloo; J. D. Hale, Decatur; P. E. Goodrich, Winchester.

North East, Md.: John H. Armstrong.

Michigan: James Anstey, Pompeii; F. E. Driver, Mason; E. C. Forrest, Geo. C. Warren, Reliance Mercantile Co., Saginaw; C. L. Gehman, Vermontville; F. M. Greenough, Vassar; F. H. Richardson, Fairgrove; J. A. Heath, Lenox; F. A. Rockafellow, Carson City; W. M. Vrooman, Dowagiac; M. E. Mason, Scofield; E. H. Coville, Rose Center; Brooks Dawson, Pt. Huron; M. O. Dewey, Jackson; Geo. Griggs, Peck; Frank Kerr, Melvin; John Leitch, Darnington; J. H. Lewis, Mt. Morris; F. E. Nowlin, Albion; C. Townsend, Applegate; H. M. Pratt, Prattville.

Milwaukee: W. J. Armstrong, W. J. Armstrong Co.

Nashville: H. H. Hughes, Hughes, Green & Co.

New Jersey: H. J. Baum, Hanks & Co., Jersey City; Arthur Oldfield, Kearney; Wm. R. Thompson, A. E. Howe & Co., Newark; B. F. Wilkinson, Wilkinson, Gaddis & Co., Newark.

New Orleans: H. T. Lawler.

New York: W. H. Curley, W. H. Curley & Co.; John E. Murray; N. A. Fuller, N. A. Fuller & Co.; John P. Cady, Spear, Reed & Co.; Stephen M. Ahern, W. S. Travis & Co.; F. Williams.

Ohio: W. H. Clark, Ft. Recovery; D. A. Dellinger, Bloomville; L. W. Dewey, Blanchester; Irvin C. Fangboner, Bellevue; J. N. Fulmer, Nova; E. A. Grubbs, Greenville; B. D. Knepper, Tiffin; William Lutz, Lexington; J. S. Parrett, Jr., Continental; J. M. Smith, Bucyrus; J. A. Snyder, Leipsic; P. A. Tompkins, West Lodi; Geo. Bowen, Havana; Mr. Gehman, Canton; J. H. Houser, Marshallville; G. W. Myers, Canal Fulton; D. R. Marquerat, Sycamore; J. W. Osborn, Butler; E. L. Rickley, Curtice; A. Ringlein, Leipsic; R. Turner, Avery; Wm. Webber, Alberton.

Pennsylvania: S. B. Price, Hazleton; Geo. R. Vallowe, Homestead; S. Merrell, Meadville; I. B. Seibert, Reading; John B. Yeager, Wilkes-Barre; Chas. F. Gleason, Lyonsville.

Peoria: A. D. Campbell.

Philadelphia: J. W. Beatty; H. B. Cassel; W. H. Hobson, L. F. Miller & Sons; N. P. Holland, E. L. Rogers, E. L. Rogers & Co.; E. K. Lemont, E. K. Lemont & Sons; A. G. Preston, A. D. Bahmer; E. H. Price, L. D. Hunsberger & Co.; C. H. Squier; D. J. Sullivan, Hancock & Co.; W. W. Walton, Walton Bros.; S. C. Woolman, S. C. Woolman & Co.

Pittsburg: J. A. A. Geidel, Geidel & Co.; Philip Geidel, Jr., Geidel & Dickson; J. R. Johnston, Keystone Commercial Co.; R. Martin, Herb Bros. & Martin; Wm. A. McCaffrey, Daniel McCaffrey's Sons; Robert Thorne, Keil & Thorne.

Rhode Island: J. P. Donovan, of A. B. McCrillis & Co., Providence.

Richmond: Mr. Richardson, of Green & Richardson; S. T. Beveridge, S. T. Beveridge & Co.

St. Louis: D. W. Clifton, Nanson Commission Co.; Fred Deibel, St. Louis Hay & Grain Co.; Dan'l S. Mullally, Langenberg Bros. & Co.; J. J. Mullally, John Mullally Com. Co.; Wm. J. Rae, John E. Hall Com. Co., "Billy"

Karns, Daniel P. Byrne & Co.; Louis Weinberg, Funsten Bros. & Co.

Toledo: Very ably represented by David E. Parsons of C. A. King & Co.; F. W. Rundell, of W. A. Rundell & Co.; Fred Mayer, of J. F. Zahm & Co.; W. H. Bergin, Southworth & Co.; H. Cratz, Cratz Bros.; C. Knox, Reynolds Bros.; E. H. Culver, chief grain inspector.

Washington, D. C.: F. E. Queen, C. E. Clifton & Co., Richard Hendrickson, Hendrickson & Co.; W. S. Hoge, W. S. Hoge & Co.; Jno. B. Daish. L. S. Daish & Sons.

West Virginia: Jared C. Williams, Wheeling.

Wisconsin: G. A. Duvall, Kewaunee.

GRAIN CARRIERS.

The Des Moines, Iowa Falls & Northern will complete its line from Nevada, Ia., into Des Moines in October.

The Toledo, Angola & Western has been incorporated to build from Toledo, O., west to the Indiana state line.

The St. Louis & San Francisco Railroad on July 15 abolished all backhauls on wheat shipped a distance of over 100 miles.

H. C. Quigley and J. H. Dauby, farmers of Nez Perce Prairie, Idaho, will build a tramway for the transportation of grain to the Northern Pacific.

Work is in progress on the extension of the Cincinnati, Richmond & Muncie Railroad from North Judson to Hammand, Ind., 43 miles in length.

Presidents Hill of the Great Northern and Mellen of the Northern Pacific will hold a conference with the farmers of Washington in regard to grain rates.

Surveys have been made for more than one-half of the line of the Missouri, Kansas & Oklahoma Railroad, which will run from Stevens, Kan., to Guthrie and Oklahoma City, Okla.

Shipments of grain eastbound from Chicago by rail during the week ending July 19 amounted to 1,168,000 bushels; against 1,213,000 for the preceding week and 1,144,000 a year ago.

Texas lines have advanced minimum weights from Texas points to interstate points on grain to 40,000 pounds per car, and on grain products to 30,000 pounds per car, except where marked capacity of car is less, in which case the marked capacity of the car will govern.

Chain steamers have been running successfully on the River Elbe in Germany since 1866, and the system has been extended to cover 286 miles. Chas. L. Cole, consul at Dresden, reports that two companies operate 34 steamers on this system, in the transportation of grain and heavy freight. The steamers pull themselves along by hauling on a chain anchored in the river bed.

Vessel owners fear that the breaking up of the elevator pool at Buffalo, N. Y., may inconvenience grain boats discharging at Buffalo during the rush season this fall. Formerly grain had to be discharged at a certain elevator to which it was consigned. Sometimes blockaded by other boats waiting to unload at the same elevator. The present practice, begun last season, gave the vessel the choice of any elevator in the pool.

Handle grain only on good margin, and you soon can wear a Panama.
Congress has passed the irrigation bill.

PATENTS GRANTED

Wm. T. Johnson, Sylvan, Tex., has been granted letters patent, No. 704,048, on a bale tie.

Luther Trabue, Girard, Ill., has been granted letters patent, No. 704,718, on a baling press.

Mathias J. Klein, Baltimore, Md., has been granted letters patent, No. 704,713, on an explosive engine.

Carl W. Weiss, New York, N. Y., has been granted letters patent, No. 704,995, on an explosive engine.

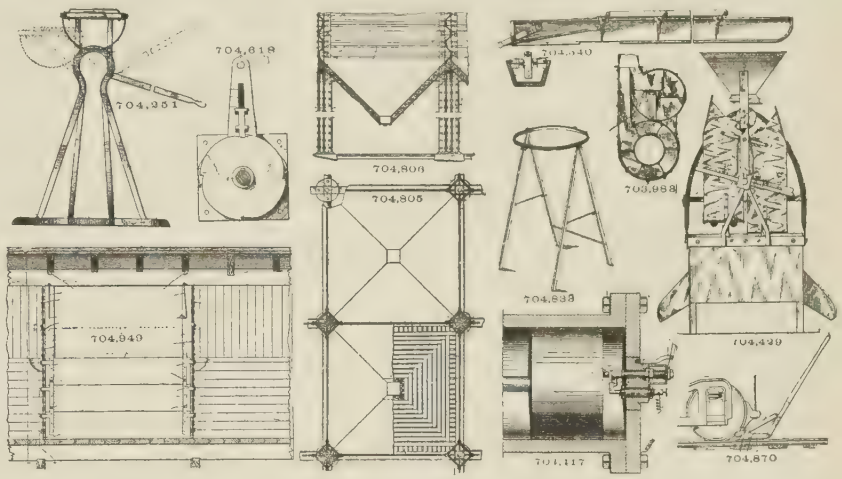
Frank Lister, Keighley, Eng., has been granted letters patent, No. 704,060, on an internal combustion engine.

John E. Mitchell, St. Louis, Mo., has been granted letters patent, No. 704,900, on a dust collector.

Lemuel R. Whitney, Milwaukee, Wis., has been granted letters patent, No. 704,824, on a dust collector.

Caleb F. Cope, Philadelphia, Pa., has been granted letters patent, No. 704,618 (see cut), on a starting device for explosive engines. The device consists of a ratchet wheel, pawl and crank arm.

Arthur D. Johnson, Clare, Mich., has been granted letters patent, No. 704,833 (see cut), on a bagholder. Two sets of hinged legs support the bag-mouth holding frame, to which are pivoted spring jaws engaging the opposite sides thereof.



Robert S. Hill, Detroit, Mich., has been granted letters patent, No. 704,540 (see cut), on a conveyor. A trough contains flights which are given a reciprocating movement. The flights are arranged to swing and are held in place by springs.

Walter Hayward, Palmerston, Can., has been granted letters patent, No. 704,251 (see cut), on a bag holder. To the supporting stand is pivoted a link bar having a head connected to its upper end, and an inner and outer clamping frame pintled to the head.

Chester Bradford, Indianapolis, Ind., has been granted letters patent, No. 703,983 (see cut), on a boot for pneumatic elevators. The two sides are cast with grooves, into which fit the rims and division pieces, separately inclosing the fan and throwing-wheel, the whole clamped together by bolts.

Alva T. Stark, Geneva, N. Y., has been granted letters patent, No. 704,949 (see cut), on a grain door. The boards forming the sections of the door slide independently up and down upon chains fastened permanently taut between floor and roof. The ends of the boards are iron-bound, with loops to inclose the chain.

Chas. D. Fox, Appleton, Wis., has been granted letters patent, No. 704,870 (see cut), on a car mover. The operating handle is fulcrumed to the shoe, and is pivotally connected by a link with a pinch bar also fulcrumed to the shoe. A roller upon which the shoe moves is pressed down upon the rail by a spring.

James A. Jamieson, Montreal, Canada, has been granted letters patent, No. 704,805 (see cut), on an elevator bin. The hopper bottoms of the bins are formed of two layers of steel bars crossing at right angles, and covered with a cement lining. The ends of the bars are bent to hook over the edges of the four girders. The corners of the bins are supported by columns consisting of a tubular metallic casing and a concrete filler.

Frank Barto, Islip, N. Y., has been granted letters patent, No. 704,429 (see cut), on an automatic weighing machine. The device consists of a hopper, scale beam, two receptacles, and a stream deflector. Between the scale beam and the stream deflector are two connecting rods, to shift the deflector immediately following the beginning of the descent of either loaded receptacle. Each of the rods has a lug below its upper end to engage with plates on the stream deflector shaft.

James A. Jamieson, Montreal, Canada, has been granted letters patent, No. 704,806 (see cut), on a bin, consisting of a series of horizontal sections with recessed inner sides, rigidly connected to the corner standards, which latter are formed of four vertical angle irons with their apices toward a common center, and filled with concrete. The horizontal wall sections are in the form of troughed plates located with their opposite ends between the angle irons of a pair of standards.

Chas. A. Wilkinson, Worcester, Mass., has been granted letters patent, No. 704,417 (see cut), on an igniter for internal combustion engines. Two pins conducting the electric current are mounted in the cylinder head parallel to one another, one of the pins being movable longitudinally by the pressure of the piston therein, this pin having a laterally turned toe at its inner end. The other pin is insulated, and has a laterally turned fork at its inner end, between the two prongs of which the toe of the first pin is yieldingly held.

Our exports of buckwheat for the eleven months ending June 1 amounted to 718,931 bushels, as reported by O. P. Austin, chief of the bureau of statistics; compared with 123,516 bushels, the amount exported during the corresponding period a year earlier.

GRAIN TRADE NEWS.

CANADA.

Mr. Cawthrop is building an elevator at Thamesford, Ont.

J. H. Davidson, Neepawa, Man.: Crops fine, but a little late.

No associate members will be enrolled in the Winnipeg Grain Exchange after Sept. 1.

J. H. McConnell, Hamiota, Man.: Magnificent crop prospects, but about eight days late.

It is the general opinion of Winnipeg dealers that a bumper wheat crop is assured.

Morton & Pearson of Gladstone will build a 12,000-bushel elevator at Ashville, Man.

T. L. Morton of Morton & Pearson, Gladstone, Man., will not return from England until the last of August.

Messrs. Murray and Venton have been making arrangements for building a 25,000-bushel elevator at Lyleton, Nova Scotia.

A sample of growing rye seven feet high was received July 21 by J. Obed Smith, commissioner of immigration at Winnipeg, from Regina.

The Pilot Mound Grain Co. has been incorporated at Pilot Mound, Man. Incorporators: George Perfect, R. S. Preston, Malcolm McKeller and others.

The Canadian Elevator Co., Ltd., has been incorporated at Toronto, Ont., with $1,000,000 capital stock. Incorporators: J. S. Lovell, Wm. Bain, E. W. McNeill and others.

Chas. N. Bell, secretary of the Winnipeg Grain Exchange, Winnipeg, Man., will send to grain dealers on request a printed circular containing extracts from the grain inspection act.

The Winnipeg Industrial Exhibition has attracted a greater number of people to the city this week than ever before, not only from the provinces, but also from the United States.

The amount of American capital seeking investment in the western provinces seems to be increasing daily. Many have invested in lands and others are planning to build elevators and engage in the grain business.

The initiation fee of the Winnipeg Grain Exchange recently was increased from $250 to $500. A number of new members have been admitted recently, and with half a hundred more the roster will approach the 300 limit.

The Grain Exchange building at Winnipeg is being enlarged by the addition of another story to the old part of the structure, which will give fifteen additional offices. Several firms now have desk room in the Board rooms because offices are not to be had.

The Western Elevator Co. of Winnipeg is replacing eight of its warehouses with modern 25,000-bushel elevators. Each elevator will be equipped with a 12-horsepower gasoline engine and a cleaner. All grain will be cleaned before being weighed and the screenings returned to the farmer.

While putting on the corrugated iron siding of the new Canadian Northern Elevator at Port Arthur, Ont., July 17, James Blackwood, George Harvey and Robert Johnson fell with the staging upon which they stood, a distance of 75 feet to the dock, sustaining injuries which proved fatal. The rope that held the scaffold was cut where it passed over the edge of the roof.

The Canadian Elevator Co. has been formed at Winnipeg, Man., by W. D. Douglas of Cedar Rapids, Ia., G. T. Piper of Minneapolis and W. H. McWilliams, formerly with the Van Dusen-Harrington Co., at Minneapolis to build a line of elevators on the Canadian & Northern railroad. Mr. McWilliams will act as manager, with headquarters at Winnipeg.

W. S. McLaughlin, A. B. Ellis and H. D. McLaughlin of the American Grain Co., Minneapolis, have organized the firm of McLaughlin & Ellis, Winnipeg, and will build five elevators in Assinaboia this year; one at Whitewood, one at Sintaluta and three on the Kirkela branch of the Canadian Pacific Ry. Each one of the elevators will have a storage capacity of 25,000 bushels, be covered with corrugated iron siding and equipped with a 10-h. p. Otto Gasoline Engine, a No. 6 Monitor Cleaner and a rope drive.

CHICAGO.

W. R. Mumford Co. has added a department for dealing in stocks and bonds.

Did the building of the new pit for oats traders encourage the July option to take a whirl?

A car of new rye, the first of the crop, was received July 11, from southern Illinois, and was given the grade of No. 3.

The directors of the Board of Trade have disapproved of the application for a rule to prevent corners by making a lower grade.

The directors of the Board of Trade have referred the petition to make No. 2 hard winter wheat a contract grade to the inspection committee.

Many grain receiving firms have received notice to appear before the tax gatherers to show cause why their assessments should not be raised.

Geo. H. Phillips has formed a connection with Leon Stearns of New York to execute orders for the purchase and sale of grain and stocks on commission.

The Hancock-Goemann Co. has been incorporated with $5,000 capital stock to deal in grain and farm products. Incorporators: Henry L. Goemann, Joseph L. Lippett and Oscar Kausche.

A petition to make No. 2 hard winter wheat a good delivery on contract is going the rounds. New York already has included this grade in contract, since it became popular with foreigners.

No one familiar with past decisions of the courts have doubted that John Dickinson would lose his suit against the Board for a restoration to membership. He was expelled for alleged violation of the commission rule.

Benjamin C. Jolley, a margin clerk in the employ of the Weare Commission Co., has been handed over to the police on the charge of embezzling $20,000 of the company's funds. The embezzlement is a surprise to the company, for he was highly recommended by his former employers. By chance, alterations were discovered in the books, and led to an investigation.

ILLINOIS.

The grain elevator at De Long, Ill., has been repaired.

Coon Bros. have sold their elevator at St. Joseph, Ill.

Work is progressing on the new elevator at Mayton, Ill.

Calhoon & Lawyer are building an elevator 30x30 feet at Genoa, Ill.

The grain elevator on the C. B. & Q. at Abingdon, Ill., is being remodeled.

Wallace Hornbeck of McLean, Ill., is again working in the Aldrich Elevator.

M. K. Hammond is moving and remodeling his elevator at Stockton, Ill.

Buckley, Pursley & Co. have installed a new gasoline engine in their elevator at Lewiston, Ill.

Thos. New will rebuild his elevator at Tomlinson, Ill., which was demolished by the recent tornado.

W. J. Culbertson is arranging to replace his old elevator at Delavan, Ill., with a new structure.

The Farmers Elevator Co. at New Holland, Ill., has secured a side track from the Illinois Central Ry.

E. T. Martin and A. L. Matthews have purchased the Newton Elevator at Newton, Ill., of Geo. Q. Hinds.

A. A. Funk has been employed as manager for the Zorn Elevator at Ogden, Ill., and will move there later.

A. M. Judd has succeeded Judd & Warner in the grain business at North Dixon, Ill., and will operate the elevator.

Frech & Wilton are equipping their elevator at Whitehall, Ill., with elevating machinery and installing electricity.

G. T. Burrell & Co. have the contract to build a 15,000-bushel annex for Carrington, Patten & Co. at Sunbury, Ill.

J. B. Coyner & Son have recently installed machinery in their elevator at Middle Grove, Ill., for handling grain.

J. D. Tidmarsh, the bucket shop operator at Paris, Ill., and Terre Haute, Ind., who fled to California, has been jailed at Paris.

Quigg, Railsback & Co. will replace their old elevator at Minier, Ill., with a new structure of 30,000 bushels capacity.

An elevator belonging to Samuel E. Bear at Bearsdale, Ill., was destroyed by fire July 5. Loss partially covered by insurance.

B. C. Beach's 30,000-bushel elevator at Champaign, Ill., will be completed by Aug. 15. G. T. Burrell & Co. have the contract.

Michael V. Barr, for 25 years a grain dealer in Edgar county, Ill., died suddenly of apoplexy, July 6, at his home at Redmon.

The La Rose Grain Co. of La Rose, Ill., has purchased two additional Hall Grain Distributors to be installed in the elevators.

Charles Quisenberry has succeeded Lester Ballinger in the elevator of the New Holland Grain & Coal Co., at New Holland, Ill.

G. T. Burrell & Co. had the contract for the 48,000-bushel elevator which Rogers, Bacon & Co. have been building at Dewitt, Ill.

A large elevator, the property of Best & Co., at Palmer, Ill., was completely destroyed by fire July 15. Loss, $5,000; insurance, $2,500.

Frank Hall & Co. have bought the elevators at Stark, Ill., of James R. Craig. Various repairs have been made and they are now in good shape.

The Great Western distillery has built an elevator on the river bank at Peoria, Ill., and equipped it with a hopper scale of 1,600 bushels capacity.

Edward Hoxie, a heavy speculator on the Chicago Board of Trade and the pioneer grain dealer at Somonauk, Ill., died July 12, aged 68 years.

The elevator soon to be constructed for the Howard Grain & Elevator Co. of Howard, Ill., will be equipped with an improved Hall Distributor.

The elevator belonging to Susdorf & Son at Prospect, Ill., has been settling for some years, and recently they have had it raised and put in better shape.

Carter & Dodge, who live at Medora, Ill., are wielding the scoop shovel at five stations in that vicinity, greatly to the annoyance of the regular dealers.

The St. Jacob Enterprise Milling Co. has bought for $2,000 the old elevator formerly owned by the Farmers Mutual Benefit Association at St. Jacob, Ill.

The Mattoon Elevator Co. of Mattoon, Ill., is about to begin building a 35,000-bushel elevator at Conlogue, Ill., similar to the one recently completed at Gays.

S. G. Sands, manager of the elevator at Jenkins, Ill., has bought a line of goods and will carry on a general store in connection with his grain business.

S. Russell of Allentown, Ill., has bought the dump and grain business of H. J. Puterbaugh at Minert, Ill., and intends to build a 30,000-bushel elevator.

The Mattoon Elevator Co. at Mattoon, Ill., received its first load of oats on the morning of July 17. Oats in that vicinity average from 45 to 50 bushels per acre.

Brook & Harrison's elevator No. 2 at Tremont, Ill., was overturned by a recent windstorm, but it was insured for $2,000 against tornadoes, and will be rebuilt at once.

A 75,000-bushel elevator is being built on the Cairo tracks at Georgetown, Ill., by Spang & Austin. The rainy weather has delayed work some, but the building soon will be finished.

Simon Miller, grain dealer and merchant at Monee, Ill., died at Chicago July 3. He left a wife and two children. His son, George, was interested with him in the grain business.

The elevator company at Prairie City, Ill., contemplates building a 30,000-bushel elevator, and it is hoped that Prairie City will gain back part of its former prestige as a grain market.

Carrington, Patten & Co., of Chicago, have bought the grain elevator and business of Frank Bishop at Monarch, Ill., and have taken possession. Various repairs are being made on the elevator.

W. H. Bechstein, formerly in the grain business at Seneca, Ill., has purchased the elevator and the mill, grain and feed business of J. A. Hatch at Mokena, Ill. Mr. Hatch will devote his time to his general store.

William Dorman, Stark, Ill., July 17: Crops looking fine around this station; corn never looked better this time of the year; oat cutting just begun; are standing up nicely and well filled out; think they will turn out good.

An elevator at Spring Lake, Ill., leased by the Smith-Hippen Co. was destroyed by fire on the night of July 4 together with a small amount of grain. This is the company's third loss by fire within a short time.

The 70,000-bushel elevator of the Atlas Grain Co. is nearly completed at Mendota, Ill. It will be fitted with machinery including a sheller and cleaner and be ready for work about Aug. 1. G. T. Burrell & Co. have the contract.

J. N. Rodman, president of the State Bank of Deland, Ill., and others have purchased the elevator formerly operated by Rogers, Bacon & Co. at Deland and will continue business under the name of J. N. Rodman & Co.

James Gordon, Sparta, Ill., July 21: In the midst of threshing wheat; quality not up to last year, but yield per acre about the same; farmers much disappointed in yield; prospects for good corn crop; oats very much damaged by rain.

T. S. Paugh, Lodge, Ill.: Through our advertisement in the Grain Dealers Journal, we have sold both our elevators. The Burks Grain & Elevator Co. of Decatur has succeeded us at Galesville, and J. F. Roadman of Alma, at this place.

Shaw, Garner & Co. of Rockport are erecting an elevator for the handling of corn at Pittsfield, Ill. A 20-horsepower engine will furnish the power. They also have installed a sheller and will now be able to shell their corn before shipping.

The mill dam of Samuel Studebaker, Pearl City, Ill., was carried away as result of recent heavy rains, and he will discontinue the manufacture of flour. He will use his building as a feed and meal grinding plant with gasoline engine for power.

George Harris, grain dealer at Compton, Ill., during the late bulge in corn, wired the C. B. & Q. Railway for a special train of 25 cars, offering a bonus of $5 per car, but could not get the cars. Mr. Harris has 10 cars in the elevator and 15 cars contracted for.

N. B. Claudon & Son have broken ground for an elevator at Fairbury, Ill., on the T., P. & W. tracks. The new structure will have a capacity of 40,000 bushels and electricity will furnish power. Mr. Claudon has been in the business at Fairbury for nineteen years.

Bentz & Bender, Raymond, Ill., July 19: Had very nice rain last night, which will be the making of the corn crop; corn was not suffering but ground was very hard from the beating rains of two weeks ago; of course we will need more rain, but this will help; indications point to more.

One of the two elevators operated by the Richardson Co. at Ransom, Ill., was completely destroyed by a severe windstorm July 2. The other elevator was damaged to the extent of having the roof blown off. The power plant, which was midway between the houses, was damaged considerably.

R. T. Robinson, Urbana, Ill., has let the contract to W. H. Caldwell for the plans and specifications of a 40,000-bushel elevator to be built on the site of the old one recently burned. Shellers and cleaners are to be installed. A separate building for a feed mill and warehouse for flour also will be built.

The Sidell Grain & Elevator Co., Sidell, Ill., has let the contract for an elevator of 250,000 bushels capacity to be built at Mt. Vernon, Ill., to the Seckner Co. This house will be a transfer house able to handle 50 cars per day. Cleaning and clipping machinery will be installed. Work has already begun.

Suffern, Hunt & Co., grain dealers and corn millers of Decatur, Ill., have bought ground for the enlargement of their plant. During the summer an addition will be built to the boiler house to provide greater power for the contemplated increase in the capacity from 7,000 to 10,000 bushels of corn daily.

Some shipper whose two cars of wheat have failed to arrive may be interested to learn that two cars of wheat on the bluff line at Alton, Ill., on July 18, got beyond the control of the brakeman and shot down the incline and into the river at a terrific rate of speed. The wet cars were pulled out by extra engines.

An auction sale at Washington, Ill., June 27, was a lively affair. The bidders were Chris Risser and Maurice Hughes, who were both anxious to secure the elevator situated on the Santa Fe at Washington. Mr. Hughes secured the prize for $9,500; and, together with H. W. Jenkins, will continue the business.

J. H. Wilson, who has been manager of S. W. Allerton's business at Allerton, Ill., for the past four years, has accepted a position as traveling solicitor for Pratt & Buckley. In covering his territory Mr. Wilson will travel over the Chicago & Eastern Illinois Ry. and Chicago & Alton Ry. Pratt & Buckley are the successors to R. E. Pratt & Co., Decatur and Chicago.

F. H. Jackman, Genoa, DeKalb county, Ill., July 22: Have had two days of good drying weather and farmers are feeling better; oats are down bad; if we do not have good drying weather from now on will be badly damaged; corn doing well; good show for good yield; rye not very good crop and some not cut yet on account of wet weather; hay damaged quite badly.

It was stated in this column, July 10, that E. Jennings, grain buyer, at Gays, Ill., had begun to build a small elevator. It is true that he was building, but it was a crib and 200 feet from the railroad, so that he cannot be classed as a regular dealer. Jennings sold his business and good will last winter, and within two months thereafter went into the scooping business with the avowal that he would not allow the regular dealers at that station to make any profit of their business.

C. G. Messerole has resigned his position with the Northwestern Elevator & Grain Co. at Sterling, Ill., and will start as an independent dealer. He has already purchased a location and work will begin soon on the building. The elevator proper will have a capacity of 25,000 bushels, be 50 feet high, 62 feet long and 30 feet wide, of the crib pattern and covered with corrugated iron. Power will be furnished by a gasoline engine. An office 20 feet square and coal sheds will also be erected, bringing the entire cost to about $3,000. Harry Shugart of Little York will take Mr. Messerole's place with the Northwestern Co., which intends to either move its elevator to a better location or build a new one. Probably the company will decide on a larger and more modern plant.

R. C. Grier, secretary of the Peoria Board of Trade, reports that the receipts at Peoria, Ill., for June included 78,800 bushels of wheat, 1,017,600 bushels of corn, 1,029,600 bushels of oats, 15,000 bushels of rye, 52,000 bushels of barley, 490 tons of mill feed, 2,453 tons of hay and no seeds and broomcorn; compared with 42,600 bushels of wheat, 681,000 bushels of corn, 1,016,000 bushels of oats, 7,000 bushels of rye, 33,100 bushels of barley 1,080 tons of mill feed, 2,125 tons of hay, 30,000 pounds of seed and 45,000 pounds of broomcorn received during the corresponding month of 1901. Shipments for June include 51,460 bushels of wheat, 151,500 bushels of corn, 1,224,900 bushels of oats, no rye, 42,400 bushels of barley, 6,778 tons of mill feed, 140 tons of hay, 120,000 pounds of seeds and no broomcorn; compared with 20,000 bushels of wheat, 416,140 bushels of corn, 1,313,100 bushels of oats, 1,400 bushels of rye, 18,-

100 bushels of barley, 1,215 tons of mill feed, 70 tons of hay, 15,000 pounds of seeds and 30,000 pounds of broomcorn, shipped during June, 1901.

INDIANA.

C. W. Caffyn has succeeded B. F. Ditmire at Monterey, Ind.

West & Hawk have succeeded W. G. West at Aylesworth, Ind.

Joel Baumgartner has taken the place of Kaley & Co. at Culver, Ind.

J. G. & J. B. McCord are no longer in the grain business at McCordsville, Ind.

Phares & Dewees are arranging to build a corn elevator at Kokomo Ind.

A. Wasmuth & Sons of Roanoke, Ind., have bought the grain elevator at Andrews, Ind.

Wampler & Steele of Wheatland, Ind., are not recognized by the Indiana Association as regular dealers.

The firm of Lash & Son will continue the business formerly conducted by Fred Lash at Farmersburg, Ind.

C. B. Harvey, Spiceland, Ind., July 23: Wheat threshing going on slowly with a fair yield and good quality.

While Frank Rutter was at work in the elevator at Cynthiana, Ind., a scoop shovel fell, hitting him on the nose, which will show signs of the accident for some time to come.

The 200,000-bushel fireproof elevator which the Central Grain and Stock Exchange is erecting at Hammond, Ind., has nearly been completed by G. T. Burrell & Co., the builders.

Jacob Nunemaker and John Buskirk have purchased the mill at Hoagland, Ind., formerly owned by Jacob J. Bollinger, and, having put it in running order, have reopened it for business.

J. F. Johnson's 60,000-bushel elevator at Logansport, Ind., is nearly completed, and a sheller and cleaner have been installed, and grain is being taken in. G. T. Burrell & Co. were the builders.

C. G. Egley, of the Berne Grain & Hay Co., Berne, Ind., at the July 17 meeting of the Northwestern Ohio & Indiana Grain Dealers Association was appointed secretary and treasurer to succeed Menno Yaggy, who wished to resign.

Harris & Hickman have succeeded William Field in the grain and hay business at Evansville, Ind. Mr. Harris lives at Uniontown, where he owns two elevators, and Mr. Hickman was formerly a member of the firm of Hickman & Caverly at Terre Haute.

Owen Hurd & Son, Walton, Ind., July 21: With favorable weather our wheat will make satisfactory crop; average yield will run about 25 bushels to the acre; quality fair to good; our first car of new wheat graded No. 2, Indianapolis inspection; this weather not encouraging for oats especially, and not the best for our wheat; hope weather may fair up.

The following dealers have no facilities and are not recognized by the Indiana Association: James Banta, Ridge Farm; Pruitt & Kain, Cartersburg; Frank Blakley and George Huber & Co., Gaston; W. A. McCoy, McCoys; Henry Haase, Mahalesville; Thomas Racer, Millgrove; R. M. Dill, Morgantown; Stimson & Payne, Newcastle; Harris & Gilbraith and North Bros., North; Geo. H. Koeney, Rising Sun; R. J. Cleaves, Spiceland and John Weeks of Whitesland.

IOWA.

Two elevators are being built at Fernald, Ia.

The elevator at Owasa, Ia., is undergoing repairs.

The Atlas Grain Co. will erect an elevator at Dalton, Ia.

Wesche Bros. & Wesche have sold their elevator at Webb, Ia.

The Northern Grain Co. is building an elevator at Fairfax, Ia.

John Aden has bought the Farmers Exchange Elevator at Algona, Ia.

Brenton Bros.' new elevator at Van Meter, Ia., is nearly completed.

The Way-Johnson-Lee Co. is building a 15,000-bushel annex at Ionia, Ia.

The Northern Grain Co. has begun the erection of an elevator at Norway, Ia.

Wm. Senf has bought the elevator of Moore Bros. & Felthouse at Latimer, Ia.

A. D. Swisher has succeeded J. R. Graham in the grain business at Hastings, Ia.

The Neola Elevator Co. will build a large elevator and pit for ear corn at Luton, Ia.

J. F. Putzier intends to reopen his elevator at Castana, Ia., and is making various repairs.

The American Grain Co. is having S. H. Tromanhauser remodel its house at Marcus, Ia.

The St. John Grain Co. has bought the Powers Elevators at Elmore, Minn., and Ledyard, Ia.

Loomis & Co. will build a 30,000-bushel elevator on the C. M. & St. P. R. R. at Garner, Ia.

John Knoke is repairing his elevator at Pomeroy, Ia., and increasing its capacity to 25,000 bushels.

Dot Powell of Sutherland, Ia., has been engaged to work in the elevator at Peterson by Weir & McMillan.

L. O. Hickok has recently completed a 30,000-bushel elevator for the Tri-State Elevator Co. at Allison, Ia.

The Northern Grain Co. has added a stock of lumber in connection with its grain business at Thrall, Ia.

Harvey Campbell has begun working for the Northern Grain Co. in the elevator and lumber at Thrall, Ia.

The Northern Grain Co. is remodeling its warehouse at Goldfield, Ia., putting in a gasoline engine and elevator.

Norstrum & Son have purchased the Great Western Elevators at Burnside, Ia., thereby becoming regular dealers.

The Atlas Elevator Co., Minneapolis, will shortly make extensive improvements in its house at Hinton, Ia.

Frank Carr and his father have purchased the farmers' interests in the grain and coal business at Bedford, Ia.

John Aden has purchased the elevator formerly owned by the Farmers' Exchange Society at Whittemore, Ia.

The Neola Elevator Co. of Chicago is reported to be contemplating the erection of a house at Whittemore, Ia.

I. L. Patton & Co. of Laurel, Ia., are equipping their elevator with an improved 6-inch, 10-duct Hall Distributor.

Herron Bros. are building an elevator with a capacity of 10,000 bushels at Kingsley, Ia. S. H. Tromanhauser has the contract.

S. H. Tromanhauser is building a 30,000-bushel elevator at Holstein, Ia., and a 20,000-bushel elevator at Edna for the Western Grain Co.

T. D. Froning will soon erect a modern elevator at Sinclair, Ia., the machinery for which will include an improved Hall Grain Distributor.

The Tri-State Elevator Co. is building an addition to its elevator at Dumont, Ia. A 6-h. p. gasoline engine will take the place of horse power.

A. V. Smith, formerly of Smith & Bennett, at Dows, Ia., has gone to Irving to take charge of the elevator and lumber yards for the Northern Grain Co.

The Garden Grove Elevator Co. of which J. R. White is president, is building a 10,000-bushel house at Garner, Ia. S. H. Tromanhauser has the contract.

T. A. Way, Mason, City, Ia., president of the Way-Johnson-Lee Co., who has been dangerously ill with pneumonia for a month, is now out of danger and slowly recovering.

T. E. Holmes, manager for the Neola Elevator Co. at Perry, Ia., has been notified of his appointment as bookkeeper in the treasury department at Washington, D. C.

The Rothschild Grain Co. is repairing the elevator at Downey, Ia., recently purchased of W. J. Felkner, and will install machinery, including an improved Hall Distributor.

Wm. Fye has purchased a half interest in the elevator and grain business of H. H. Codner at New London, Ia., and business will be continued under the name of Codner & Fye.

The Peavey Elevator Co. is replacing its elevator at Berkeley, Ia., with a new 30,000-bushel house. It is remodeling its elevator at Badger, Ia., to an oat house of 24,000 bushels capacity.

The Grain Co., Ft. Atkinson, Ia., composed of F. Schreiber, J. Schissel and F. Becker will build a 25,000-bushel elevator at Ft. Atkinson. The Younglove & Boggess Co. has the contract.

Hiram W. Clay of Newburg, Ia., member of the stock and grain firm of C. L. Roberts & Co., was married July 2 to Miss Julia Van Horn of Chelsea. They will make their home at Newburg.

The Anchor Grain Co. has nearly completed four elevators of 20,000-bushel capacity at Devon, Lowther, Bailey and Sumner, Ia. The W. S. Cleveland Elevator Building Co. had charge of the work.

The grain business is so successful at Whiting, Ia., that both elevator firms have been obliged to add to their storage capacity. Cassady & Whiting and G. H. Elliott & Son now have everything in shape for the expected large crop.

Wilson & DeWolf are having a 25,000-bushel elevator, with iron roof and siding, and modernly equipped, built at Laurens, Ia. They are also having a 25,000-bushel annex built to their old elevator. L. O. Hickok is superintending the work.

On the Iowa Central in Iowa L. F. Hull and J. C. Phelps of Taintor, A. Emmett of Newburg and A. J. Mabie of St. Anthony are classed as scoopers and the Farmers Co-operative Association of Rockwell and the Farmers Elevator Co. of Freeman are not recognized.

The Spencer Grain Co. has purchased the Gilchrist Elevator on the C. M. & St. P. at Emmetsburg, Ia., formerly leased by Beckman & Schroeder, who, in order to have sufficient storage capacity, will build a 5,000 or 6,000-bushel addition to their own elevator.

The Nishna Valley Grain Co. has been incorporated at Shenandoah, Ia., with $250,000 capital stock to buy grain in Nebraska and Iowa. Elevators will be operated at various points in these states. President, Charles Schick; H. H. Mix, secretary, and J. J. Chandler, treasurer.

A list of Iowa scoopers on the B. C. R. & N. are John Dammann & Son of Dixon, scooping at other stations; T. L. Eggum, Thompson; Fred Hite, Shellsburg, and Geo. Nelssen, Wellsburg. The Farm-

ers Exchange of Rockford and The Farmers Elevator Co. of Kensett are not among recognized dealers.

The Farmers Union Society of Cylinder, Ia., has become a member of the Iowa Grain Dealers Association, having changed its constitution and by-laws to conduct the business with the spirit and purpose of earning margins to pay expenses, instead of making direct assessment on members for that purpose.

The many grain dealers who went to Ames, Ia., last October as the guests of the Chicago & Northwestern Railway, and heard the eloquent address delivered by the president of the Iowa State College, W. M. Beardshear, will regret to learn that the well-known educator is lying at the point of death from heart failure.

On the C. M. & St. P. in Iowa the following firms and individuals are not recognized as regular by the Iowa Association: Lawler Grain & Livestock Association, Lawler; Farmers Elevator, Rudd; Dunbar Grain & Stock Co., Dunbar, and J. B. Hass of the Farmers Elevator at Hartley. O'Halloran Bros. of West Union are scoopers.

A. Milligan at Tara, Ft. Dodge and Brushy on the Illinois Central, and Bellmar & Watts of Dunkerton, on the C. & G. W., are among the Iowa list of scoopers. The Manly Grain Co. and D. M. Smith of Manly on the C. & G. W., Seibert Bros. of Forest City on the M. & St. L., and the Farmers Elevator Co. at Garden City, on the Des Moines, Iowa Falls & Northern are not recognized by the Iowa Association.

Scoopers on the C. & N. W. Ry. in Iowa are: Allan Smith, Boone; J. M. Wolf, Grand Mound; D. L. Boyd, Mt. Vernon; G. R. Wheeler, Guernsey; W. A. Smith, California Junction; Hemmerson Bros., Rutland; A. S. Evans, Barrett & Carlton, and W. E. Mereness, Earley, Jos. Whyte, Blencoe; L. H. Noyes, Mondamin and Pepin & Devon, Radcliffe. The Rogers Milling Co. of Boone and W. H. Campbell of Goldfield are not recognized by the Iowa Association.

Tucker & Bell, Geneva, Ia., July 23: Taking in our first new grain to-day; rye berry small, but plump; five fair sized loads of bundles threshed out 52 bushels and 20 pounds; will have about 600 bushels; many beginning to cut oats; barley mostly cut, is rather plump but badly stained; oats that are standing will be of good quality and afford a large yield to the acre, but some rich pieces are badly lodged; corn beginning to tassel, of good color and doing well.

Geo. A. Wells, secretary of the Iowa Grain Dealers Association, on July 10 issued a crop report in which the reports from 200 correspondents had been so summarized on a map of the state as to give a very clear idea of present conditions in 9 divisions. These reports will be made a permanent feature of the work of the Iowa State Association, and will be issued on the 10th of each month to members, bidders and receivers. In summing up Mr. Wells reports conditions in the northwest counties as: Crops damaged more or less by windstorms and rain, wheat rusting some. Oats heavy, well headed, but likely to lodge; otherwise promise large yield. Corn backward because of wet weather and frost. Barley good. North central counties: Wet weather, making crops very sensitive to unfavorable conditions. Wheat good except slight report of chinch bugs. Oats good but too heavy to stand. Corn backward and weedy, large percentage drowned out. Northeast counties: Continued wet weather promises serious results by rust, lodged grain and late corn. With favorable weather all crops would be fine. West central counties: Crops at this date never looked better. Continued wet weather will cause oats to lodge and rust. Corn very good but slightly backward. Central counties: Continued wet weather will give serious results. Rust damaging wheat and oats. Five to 20 per cent of the corn drowned out. East central counties: Generally too wet. Oats and barley lodging, late corn turning yellow. Continued wet weather will damage crops seriously, while favorable weather would mature a good crop. Southwest counties: Early harvest begun. Some rust in wheat and oats. Straw is heavy and prospects very good. Continued wet weather would be detrimental but not as serious as in other parts of the state. South central counties: Crops in good condition until recently. Continued wet weather will cause considerable damage. Southeast counties: General conditions to date excellent but continuous rains will do no damage. Early harvest begun. Rye and barley large crops, oats heavy and down some; corn good.

KANSAS.

James Robertson & Co. are building an elevator at Simpson, Kan.

J. L. Morris is improving and repairing his elevator at Stockton, Kan.

M. P. Harrison has purchased elevators at Cuba and Argenda, Kan., of Preble & Lane.

Crowell & Clark have sold their line of elevators along the Choctaw Ry. in Kansas and will locate on the Santa Fe.

The Farmers Co-operative Grain, Livestock & Mercantile Association has been incorporated with $4,000 capital stock at Mayfield, Kan.

Hall & Robinson have purchased the business of the H. Parker Grain Co. at Elyria, Kan. H. H. Heathnote will be retained as buyer.

Mr. Howitt, a regular grain dealer, has leased the Farmers Elevator at Haven, Reno county, Kan. The farmers built the elevator some time ago but found that it did not pay, in fact money went the other way.

C. Hoffman & Sons of Enterprise, Kan., have purchased for about $15,000, the elevators and business of the H. J. Light Grain & Elevator Co., at Abilene, Solomon, Navarre, Hope, New Cambria and Miltonvale, Kan.

W. F. Peacock, Blue Rapids, Kan., July 18: Reports now coming in from wheat and oat threshing indicate from 6 to 12 bushels per acre of very poor wheat and 30 to 35 bushels of oats of fair quality; threshing just begun; much damage from rains and flood.

An elevator at Iuka, Kan., owned by Hall & Robinson, was completely destroyed by fire June 26. The loss included about $1,000 worth of window sash and paint and two large corn cribs. The elevator was partly insured and will be rebuilt. C. M. Clark is local manager.

The Parker Grain Co. of Manhattan, Kan., and Kansas City, has begun the erection of an elevator at Florence, Kan., on the Santa Fe, which will have a capacity of 50,000 to 75,000 bushels and be completely equipped for cleaning, mixing and storing grain. It will be used entirely for the export trade by way of Galveston and other gulf ports.

Thomas C. Dick, for many years in the employ of the Missouri Pacific Elevator Co., and one of the oldest and hence most experienced elevator men in the state, has opened the McPherson Elevator at McPherson, Kan., leasing it of the Missouri Pacific Co. E. R. Morris will have charge of matters at the elevator and Mr. Dick and his daughter will work at the office.

Walter Vrooman and a few farmers and millers met at Topeka, Kan., July 9 to form a co-operative association to buy grain, make flour and sell supplies. The committee having charge of the promotion is composed of Walter Vrooman, J. W. Breidenthal, Judge S. H. Allen, C. B. Hoffman of Enterprise; A. P. Collins of Salina, Clarence Tyler of Sedgwick county, and Thomas Beard of Dickinson county. Nicely engraved certificates of stock will be printed and offered for sale to anyone who has $100.

MICHIGAN.

B. F. McNall has bought an interest in the Nelson Grain Co. at Ithaca, Mich.

Hiscock & Serven are contemplating the erection of an elevator at Montrose, Mich.

The Brown City Grain Co. of Brown City, Mich., is planning to move its elevators and offices to a better location.

Campbell & Co. of Kendallville, Ind., are the owners of the elevator being built by the Seckner Co. at Burr Oak, Mich.

The Eureka Roller Mills of Brown City, Mich., are building an elevator and storehouse in connection with the mill.

W. J. Thomas & Co. of Schoolcraft, Mich., have recently had their elevator on the L. S. & M. S. railroad remodeled by the Seckner Co.

E. S. Stevens has purchased the interest of Eli Wise in the Stockbridge Elevator Co., and will use the elevator at Jackson, Mich., as a local depot for grain and produce.

Hart Bros. have remodeled their elevator at Montrose, Mich., and put in a new set of scales. They have also started a grist mill in connection with their elevator.

Smith & Glime, already owners of several elevators along the Battle Creek division of the Michigan Central, have purchased the elevator of the Leonidas Elevator Co. at Leonidas, Mich.

The annual meeting of the Michigan Hay Dealers Association will be held at Flint, Mich., July 30. Papers on interesting topics will be read by members. Albert Todd is president and H. J. Hankins secretary.

An elevator owned by W. J. Thomas and Walter A. Bunting at Schoolcraft, Mich., on the Grand Trunk R. R., was destroyed by fire July 18. The elevator was valued at $2,500, but the loss includes the coal shed and some 200 tons of coal and the grain in the elevator, which consisted of a small amount of rye, some flour and a carload of bran. Insurance: on building, $1,600; on stock, $1,000; on coal, $700. The elevator will be rebuilt.

MINNEAPOLIS

Loomis & Co. have moved their headquarters from Alpena, S. D., to Minneapolis.

S. H. Tromanhauser is repairing an elevator at Minneapolis, Minn., for the Brooks-Griffiths Co.

P. E. Granger, formerly of Mt. Lake, Minn., has succeeded L. W. Gingery as traveling auditor for the Way-Johnson-Lee Co.

L. O. Hickok has secured the contract from the Woodworth Elevator Co. to build five 20,000-bushel houses on the Sioux line, two of which he has already finished.

Butcher & Eaton, grain dealers, are building a 100,000-bushel cleaning elevator on the C. M. & St. P. road in Minneapolis. The W. S. Cleveland Elevator Building Co. has the contract.

An old, five-story, frame elevator, 40x300 feet, at Minneapolis, Minn., which for some time has stood idle is being demolished. It belongs to the Omaha Elevator and the Union Pacific railroad.

O. T. Huyck, who has been with the Spencer Grain Co. for the last ten years as traveling auditor and superintendent, has taken an interest with Loomis & Co., and will look after the country business.

The William Dalrymple Co. has been incorporated at Minneapolis, Minn., with $50,000 capital stock, to conduct a grain commission business. Incorporators: William Dalrymple, Frank Carey and Oliver Dalrymple.

P. B. Getchell, who has been with the Van Dusen-Harrington Co. for fourteen years, has given up his position at Duluth and accepted a position as cash salesman for the Spencer Grain Co., on the Minneapolis Chamber of Commerce.

The grinding of Canadian wheat in bond at Minneapolis, Minn., began July 9. The receipts and shipments of wheat and products are checked off by a United States revenue storekeeper at the Humboldt Mill of the Washburn-Crosby Co.

G. T. Honstain is building a 50,000-bushel cleaning elevator with a 100-h. p. Corliss Engine, two 10,000-bushel receiving legs, a No. 9 Monitor Oat Clipper and a double Invincible Needle Machine for J. F. Lahert on the Milwaukee road in Minneapolis. Later 500,000 bushels of fireproof will be added.

George A. Archer, Harry G. Mixer and L. A. Moore of St. Paul are interested in the building of a linseed oil mill at Minneapolis. Work has already begun and will be pushed as rapidly as possible. The plant will be equipped with the best machinery for the extraction of oil. G. H. Daniels will act as resident manager.

President Washburn of the Minneapolis Chamber of Commerce has appointed a committee of seven to take up with the Warehouse Commission, the matter of securing such change in the rules of governing the grading of coarse grain as may be for the best interests of the trade. The committee consists of E. S. Woodworth, W. O. Timmerman, C. E. Wenzel, F. W. Commons, C. C. Wyman, W. H. Chambers and W. P. Devereux.

MINNEAPOLIS LETTER.

G. D. Packard of Sherburn is erecting an elevator at Echols, Minn.

C. L. Peterson will shortly erect an elevator at Pillager, Minn.

The Spencer Grain Co. is constructing a new house at Glencoe, Minn.

A milling concern at Sherburn is about to erect an elevator at St. James, Minn.

G. W. Murfin of New Ulm has purchased the elevator at Winnebago City, Minn.

Charles and Peter Newdall are contemplating the erection of an elevator at Cobden, Minn.

The Goodhue Farmers Warehouse Co. of Goodhue, Minn., has decided to offer its elevator for sale.

William Forsaith has purchased the elevator formerly owned by the Woodworth Elevator Co. at Hadley, Minn.

G. Woodworth of Rochester, Minn., has transferred his entire elevator holdings to the Western Elevator Co. of Winona.

Fred Keye, formerly in the employ of the Peavey Elevator Co., at Warren, Minn., has recently purchased a house at Argyle.

The Northwestern Elevator Co.'s warehouse at Elbow Lake, Minn., was destroyed by fire recently. About 1,000 bushels of oats and 2,000 bushels of wheat were consumed.

Barley receipts at Minneapolis, according to the figures recently compiled by the Chamber of Commerce, show a decided gain for the first six months of this year over those of the same period in previous years. The total number of bushels received this year were 646,620 as against 427,920 for last year. Rye receipts were slightly smaller, but flax shows a decided gain.

The St. Paul & Kansas City elevator at West Concord, Minn., was recently partially destroyed by fire. The Citizens' Elevator Co. of Norwood has sold its house to Minneapolis parties. B. A. P.

MINNESOTA.

M. E. Gross has let the contract for an elevator at Richmond, Minn.

The Arlington Roller Mills Co. is building an elevator at Arlington, Minn.

Nine helpers in the grain inspection department at Duluth, Minn., have been laid off.

C. E. Knox will take charge of the new Peavey Elevator at Lime Creek, Minn.

The Peavey Elevator Co. has just completed a new 25,000-bushel elevator at Lime Creek, Minn.

The farmers' warehouse at Barnett. Minn., on the Sioux line has been converted into an elevator.

The St. Croix Lumber Co. will operate the elevator at Wells, Minn., formerly operated by A. Ferguson.

Everett, Aughenbaugh & Co. are putting a new foundation under the elevator at New Richland, Minn.

New machinery, including a gasoline engine, has been installed in the Farmers Elevator at Willmar, Minn.

The S. Y. Hyde Elevator Co. is building five 20,000-bushel elevators between Mankato and Farmington, Minn.

The Sleepy Eye Milling Co. is having a 20,000-bushel elevator built at Tracy, Minn., by S. H. Tromanhauser.

The Farmers Elevator Co. will lease its elevator at Fosston, Minn. John E. Juvrud is secretary of the company.

The Peavey Elevator Co. is erecting an elevator at Butterfield, Minn., which will be equipped with a gasoline engine.

The Bensen Grain Co. has bought Ole Grotle's elevator at Windom, Minn., also the Powers Elevator at Winnebago, Minn.

The Echo Milling Co. of Echo, Minn., is building at that place an up-to-date, 25,000-bushel elevator equipped with cleaners.

E. H. Blodgett of Red Wing, Minn., who succeeded T. B. Sheldon & Co., will retire from the business on account of poor health.

J. S. Edmond, with headquarters at Tracy, Minn., has succeeded C. A. Pfeiffer as auditor for the Western Elevator Co. of Winona.

The Devereux Elevator Co. with O. F. Johnson as manager, has opened the new elevator at Delft, Minn., a new town near Bingham Lake.

E. A. Brown & Co. are building a new 20,000-bushel elevator at Lu Verne, Minn. They have just completed a new elevator at Cazenovia.

Gress & Johansen are erecting a 20,000-bushel elevator and mill building at Westbrook, Minn. S. H. Tromanhauser has the work in hand.

Fire, resulting from an over-heated pulley, on July 16, destroyed the elevator of the Minneapolis & Northern Elevator Co. at Evansville, Minn.

The Western Grain Co. is erecting two 25,000-bushel elevators at Wayburn and Clementz, Minn. Work is in charge of S. H. Tromanhauser.

F. H. Peavey & Co. have let the contract to the Barnett & Record Co. for a 120,000-bushel cleaning and transfer elevator at Kasota, Minn.

All of the elevator companies having headquarters at Winona, Minn., have been consolidated and will be known as the Western Elevator Co.

The Elbow Lake Grain Co. of Elbow Lake, Minn., is about to put a gasoline engine in its elevator, which has formerly been run by horse power.

Freemire & Swan have given the contract for the erection of a 25,000-bushel elevator at Albert Lea, Minn., to the W. S. Cleveland Elevator Building Co.

The Caledonia Stock & Grain Co., Caledonia, Minn., has completed its new elevator and will begin buying grain Aug. 1. John Bouquet is secretary of the company.

The Farmers Elevator Co. at Browns Valley, Minn., has recently added a No. 10 Clipper Cleaner and a Little Victor Combined Sheller and Cleaner to its grain handling machinery.

New elevators are being erected on the Morgan & Marshall branch of the C. & N. W. R. R. by the Minnesota Elevator Co., the Sleepy Eye Milling Co. and the Springfield Milling Co.

The Minnesota State Railroad and Warehouse Commission contemplates employing a salaried collector to receive grain inspection fees instead of paying the railroads a commission.

Nels Enge has changed his warehouse at Thorsberg, Minn., near Elbow Lake on the Great Northern, to an elevator and fitted it with a gasoline engine, dump scale and other needed machinery.

A tornado struck the town of Janesvill, Minn., on the night of July 5, leaving destruction in its track. Crops were badly damaged and the elevator of the Minnesota Elevator Co. was wrecked.

Andrew Frederickson, who for several years has worked in the mill and elevator at Kasson, Minn., has been engaged by the Dodge Center Elevator Co. as manager for the elevator at Dodge Center, Minn.

The Benson Grain Co. of Heron Lake, Minn., has bought the elevators of the Anchor Grain Co., on the C., M., St. & O. railroad between Heron Lake and Pipestone at Avoca, Slayton, Hadley, Woodstock.

A 25,000-bushel elevator is being erected at La Salle, Minn., for the Eagle Mill Co. of New Ulm, by G. T. Honstain. It is equipped with a rope drive, a 6-h. p. gasoline engine, a 22-foot dump scale and a 60-bushel hopper scale.

The farmers in the vicinity of Delft, Minn., have organized a grain company with Bernard Klassen president and J. C. Klassen secretary. They have a 20,000-bushel house under way at that place and about Aug. 15 expect to open for business.

L. O. Hickok is building in Minnesota a 20,000-bushel, modern elevator for L. N. Laonius at Preston, a 25,000-bushel elevator for the Traux & Betts Elevator Co. at Glencoe, and a 20,000-bushel elevator at Wykoff for the W. W. Cargill Co.

S. H. Oversea, Elbow Lake, Minn., July 19: Crops look very fine and favorable weather from now on will assure a good crop; principal crops are wheat, oats and flax; many farmers have of late

years been using a large amount of land for corn, a crop which they thought would not do well here, but they found they raise just as good quality and just as much per acre as is raised 75 to 100 miles farther south; except in 1895 practically no oats have been shipped from here until this year when about 100,000 bushels have been marketed at from 27 to 42 cents per bushel.

MINNESOTA LETTER.

Crops in Ottertail, Douglas and Pope counties look very fine; wheat all headed out and barley being cut.

The Farmers Elevator Co. at Dalton, Minn., will remodel its warehouse and fit it for an elevator, putting in new dump scales and a gas engine.

N. L. Walkup has recently completed the elevator, which he begun some time last winter, at Foxhome, Minn., and installed a new dump scale and gas engine.—F. W. W.

MISSOURI.

The efficient service of the Official Weight Bureau of the Kansas City Board of Trade has been extended to cover team, track and railroad transfer business.

The Metropolitan Grain Co. has been incorporated at Kansas City, Mo., with $5,000 capital stock. Incorporators: D. P. Lewis, P. H. Montgomery and S. H. Pitts.

The W. F. Redmon Grain Co. has been incorporated at Kansas City, Mo., with $5,000 capital stock. Incorporators: W. F. Redmon, James Butler and C. K. Cullers.

The Frazier-Smith Grain Co. has been incorporated with $2,000 capital stock at Kansas City, Mo. Incorporators: Frazier M. Smith, Lizzie J. Smith and Edward Tiffin.

The Ewan Grain Co. has been organized with $50,000 at Kansas City, Mo. President, Thomas L. Ewan; vice president and treasurer, E. J. Street; John Flynn, secretary.

The McPherson Elevator Co. has been incorporated at Kansas City, Mo., with $4,000 capital stock. Incorporators: Herbert F. Hall, John A. Robinson and Edwin C. Meservey.

The Southern Grain Co., in which Issy Landa is interested, contemplates building a new warehouse, corn mills, packing house and flour mill at Kansas City, Mo. The entire plant will cost about $66,000 and the mill will have a capacity of 150 barrels.

Conditions of crops in Missouri on July 3 are reported by Geo. B. Ellis, secretary of the State Board of Agriculture, as 99 per cent for corn, and 92½ per cent for cotton. The estimated yield of wheat is 17.6 bushels per acre, 33 bushels of oats, 7.1 bushels of flax.

All grain bot or sold on "Kansas City terms" means that Board of Trade weights are final. Kansas City Board of Trade weights govern shipments forwarded from Kansas City to southwestern points, so that now there will be no shortages on account of unreliable destination weights. The rule recently adopted by the Kansas City Board of Trade provides that "all grain bot or sold to arrive on Kansas City inspection whether billed thru or locally, shall be weighed in Kansas City as already provided for, and shall be construed as subject to the same terms as deliveries of track grain."

The St. Louis Merchants' Exchange on July 21 by a vote of 374 to 104 adopted a new rule giving the board of directors authority to declare irregular any elevator, without formal charges. The new rule is the outgrowth of conditions at the Union Elevator, East St. Louis, Ill., where many thousand bushels of wheat, alleged to be below grade, were tendered upon contracts, to the great loss of millers who had bought. Some of the elevator proprietors object vigorously to the rule, claiming it gives the Chamber of Commerce too much power, and have applied to Judge Fisher for an injunction to prevent the Chamber from voting on the question, but were refused.

NEBRASKA.

J. D. Hennessey is scooping grain at Geneva, Neb.

J. H. Lysinger is building an elevator at Aurora, Neb.

Luther Evans has been placed in charge of the elevator at Winside, Neb.

A meeting of Nebraska grain dealers was held July 22 at Sioux City, Ia.

Floods and rains are reported to have greatly damaged wheat in Nebraska.

G. W. Cockran now has charge of the Ferguson Elevator at Turnbull, Neb.

C. A. Parr will act as grain buyer at Lowell, Neb., for Mr. Cary of Kenesaw.

A new gasoline engine has been placed in the Ferguson Elevator at Edison, Neb.

W. P. Savage has bought the Eagle Roller Mills of William Leeka at Thurman, Neb.

The Farmers' Elevator Co. of Juniata, Neb., has been repairing and improving its elevator.

The farmers have purchased a new gasoline engine for their elevator at Callaway, Neb.

P. S. Beckley will locate at Waterbury, Neb., and take charge of an elevator and lumber yard.

Richard Wilkinson of Lincoln has purchased the grain business of C. O. Cahlburg at Verona, Neb.

R. B. Krummer will build an elevator in connection with the Red Cloud Mills at Red Cloud, Neb.

John Baush, formerly a grain buyer at Staplehurst, Neb., will engage in the same business at Coleridge.

Henry Patterson of Phillips, Neb., has taken a position as manager of the Ferguson Elevators at Edison.

The Trans-Mississippi Grain Co. has substituted a new pair of scales for the old in the elevator at Inland, Neb.

Gilmore & Elliott have raised the cupola of their elevator at Superior, Neb., and installed a set of hopper scales.

Thomas Ostergard & Co. of Newman Grove, Neb., will equip their elevator with an improved Hall Grain Distributor.

I. V. Smith has given his elevator at Bloomington, Neb., a general overhauling and is now ready to receive grain.

Geo. A. Bailey, agent for the Peavey Elevator Co., at Carroll, Neb., has returned from a visit at Minneapolis and Duluth.

Morgan McSwiney, a wealthy citizen and dealer in stock and grain at Dawson, Neb., died of heart disease July 4, aged 60 years.

Mr. Johnson, manager of the Ferguson Elevator at Belvidere, Neb., has gone on a trip to Dakota, leaving Homer Town in his place.

One of the elevators recently purchased by J. E. Ewart of Kearney, Neb., was the one at Liberty, owned by the Central Granaries Co.

Homer Town has succeeded A. F. Johnson in the Ferguson Elevator at Belvidere, Neb. Mr. Johnson has gone to South Dakota where he will work for the same firm.

Guy Manning will succeed J. A. Jones as operator of Turner & Brenner's elevator at Carroll, Neb. Mr. Jones, after five years in this position, has resigned and will move to his farm.

T. B. Hord is tearing down the old elevator at Neligh, Neb., which some time in the spring, he purchased of Mr. Melick, and will replace it with a larger and better equipped plant. Mr. Thornton is local agent.

Geo. A. Bailey, Carroll, Neb., July 18: Too much rain; corn doing nicely on high ground; some on low ground drowned out; poor weather for haying and barley harvest; oats will be a heavy crop; all grain well filled out and of good quality.

Sam Bittenbender has completed his elevator at Ponca, Neb., and is now thoroughly prepared to handle grain. The storage capacity of the elevator is 13,000 bushels and the elevating capacity is 800 to 1,200 bushels per hour. Power is furnished by a 3-h. p. gasoline engine. The total cost of the plant was about $3,000.

The Wells-Hord Grain Co. is taking down the old sheds adjoining its elevator at Gibbon, Neb., and will erect two large wings each of 12,000 bushels capacity, giving the plant a total capacity of 40,000 bushels. The old part will be thoroughly overhauled, reshingled, repainted and new machinery will be added. The company is also making arrangements for repairing its elevator at Phillips.

With the favorable prospects for a very large crop of wheat the dealers of Holdrege, Neb., are making improvements and building additions. Milmine, Bodman & Co. have replaced their 20-horsepower engine with one of 44-horsepower from Fairbanks, Morse & Co. The old engine will be transferred to their house at Harvard. Mr. Seldomridge, proprietor of the Scott Elevator, is building an addition and making other repairs.

NEW ENGLAND.

Daniel Joy has been placed in charge of the new grain elevator owned by C. P. Washington at Middlesboro, Mass.

Mr. Clark will continue the business formerly conducted by Clark & Leckie, dealers in grain and hay at Pittsfield, Mass.

Andrew Jackson Thayer, grain dealer at East Douglas, Mass., died July 9, at the age of 73 years. A widow and two daughters survive him.

The C. W. Lines Co. has been incorporated at New Britain, Conn., with $15,000 capital stock. Incorporators: C. W. Lines, W. T. Hull and E. Brown.

The Southern Mill & Grain Co. has been organized at Augusta, Me., to conduct a general milling and grain business. Capital stock, $100,000; president, F. L. Dutton; treasurer, E. F. Whittum.

The Ligonia Grain Co. has been incorporated at Portland, Me., with $10,000 capital stock, to carry on a general grain business. President, John J. Lappin; treasurer, Peter L. Lappin; clerk, Hugh H. Lappin.

Harry Holstein, dealer in grain and feed at New Haven, Conn., who some months ago was prevented by his creditors from obtaining a discharge in bankruptcy, was arrested recently while attempting to collect a note. He was, however, released upon his father's bond.

A large elevator at Bridgeport, Conn., will be torn down soon. The runway connected with the elevator has already been demolished and as soon as the grain and feed can be removed, the building

itself will be demolished. It was formerly owned by William M. Terry.

NEW YORK.

Benjamin P. Wheeler, for many years in the grain business at Manhattan, N. Y., died at his home in Brooklyn, July 6, aged 81 years.

Max Blumenthal, grain broker of New York City, recently filed a petition in bankruptcy. Liabilities, $13,095 besides $1,898 in uncollectable accounts.

On the New York Produce Exchange recently 20,000 bushels of white clipped oats were bought in for the account of Stuhr & Co., of Davenport, Ia., for failure to fill the contract within the time limit.

Upon request of the creditors of Joseph G. Wiegman, dealer in grain and hay in New York City, the court appointed a receiver. The creditors state that Mr. Wiegman is preparing to dispose of his property.

Pratt & Co., Buffalo, N. Y.: We find the Grain Dealers Journal very useful in our business and renew our subscription with a great deal of pleasure. We study it closely and find that it contains a good deal of information that is valuable to us.

After several years of successful operation the elevator pool at Buffalo, N. Y., known as the Western Elevating Association, finds its existence threatened by the refusal of the owners of a few of the better equipped houses to agree to give 30 per cent of the business to the old wooden houses. While negotiations were pending the better class of elevators, operated in connection with the business of large grain firms, reached out for business and obtained most of the grain; the old wooden houses getting only 1,350,000 bushels out of 35,900,000 bushels elevated so far this season. As there was no prospect of the leaders yielding while this condition continued, the owners of the wooden houses, the Bennett, Wilkeson, Frontier, Coatesworth, Wheeler, Ontario, Exchange and Evans, seceded from the pool July 9, and formed the Elevator Owners Association, with Spencer Clinton as president and Howard J. Smith as secretary, and proceeded to get business by cutting the rate for elevating from ½ to ¼ cent, with 10 days free storage. It is said grain is being taken at ⅛ cent.

BUFFALO LETTER.

Iron transfer elevator A has been shut down for the introduction of electric power. The newer steel house already has it.

New wheat is beginning to arrive in small quantities from southern Ohio. It is of very fine quality and readily grades No. 2 red. Dealers see in it relief from the long shortage in this sort of wheat.

No new white wheat seems to be in sight yet, the report "none offering" being still usual. The western New York crop is still good, though very late, and will soon be in evidence in spite of the late floods.

Paul S. Shanahan, who has been connected with the grain inspection office of the Merchants Exchange for seven years, severed his connection with it on the 15th to accept a position on the Geological Survey. He is a brother of Chief Inspector Shanahan and has been the efficient head of the office work of the department for some time.

It is stated in a roundabout way that the at-and-east railroad pool, parcels out the lake grain that is to be shipped east by rail, has gone to pieces, but a leading canal boatman disputes the statement. He says the canal rates are all based on the rates of this pool, being a half cent less. Grain receipts by lake have increased of late and now exceed 2,000,000 bushels a week.

The Iron Elevator of Churchill & Co. has issued a set of handling rules that promise to be the standard for car grain transfer business here: For unloading official-weighed grain, ¼ cent a bushel; mixing, ¼ cent; clipping oats, ½ cent; cleaning grain, ½ cent; blowing heated grain, 1 cent for first time, ½ cent for subsequent times; straight transfer of bulkheaded cars, $3; weighing fees, 25 cents; storage of graded grain after three days, 1-20th of a cent a day till the amount becomes ¼ cent, then ¼ cent for each 10 days or fraction; identity preserved or grain out of condition, double rates.—J. C.

NORTHWEST.

Stoddard & Ketchum will build an elevator at Madison, S. D.

Peter Luff has bought the Thorndyke elevator at Summit, S. D.

The Spencer Grain Co. has bought an elevator at Milbank, S. D.

Three new elevators will be erected at Lakota, N. D. this season.

T. Strandness will place a gas engine in his elevator at Putney, S. D.

The Farmers Elevator Co. will build a flax bin at Milbank, S. D.

The farmers contemplate the erection of an elevator at Finley, N. D.

Hillmar Bros. have bought Soren Jensen's elevator and mill at Volga, S. D.

Gust Norman of Webster will buy for the Cargill Elevator Co. at Kidder, S. D.

The Woodworth Elevator Co. is planning to build an elevator at Donnybrook, N. D.

S. H. Tromanhauser is building a 25,000-bushel elevator at Avon, S. D., for H. D. Giedd.

William McBurney has purchased for $4,600 the elevator at Tyndall, S. D., of John Burbeck.

W. J. Olson of Sanborn will build an elevator at Leal, N. D., on property purchased of J. T. Cook.

The Mill Co. of Sisseton, S. D., is erecting a 20,000-bushel elevator on the mill side track.

A. L. Foster has given the contract for a 10,000-busnel elevator at Sauris, N. D., to S. H. Tromanhauser.

A 30,000-bushel elevator is being built for the McHugh, Gardner Elevator Co. at Dresden, N. D., by G. T. Honstain.

E. G. Burgess & Co., Northwood, N. D., July 18: Crops in fine condition except late flax, which needs rain badly.

Stoddard & Ketchum are erecting a 20,000-bushel elevator at Madison, S. D., for which L. O. Hickok has the contract.

L. O. Hickok is building two 40,000-bushel elevators for the Anchor Grain Co. in North Dakota, on the Great Northern Ry.

Ezra Martin of Northville, S. D., has increased the storage capacity of his elevator 10,000 bushels, by building an addition.

The Duluth Elevator Co., with the W. S. Cleveland Elevator Building Co. as builders, has finished a 30,000-bushel house at Hanna, N. D.

The W. S. Cleveland Elevator Building Co. has nearly finished a 30,000-bushel elevator for the Hatton Elevator Co. at Hatton, N. D.

Mr. Van Zee has an interest in the elevator which P. J. Van Hemert is building at Platte, S. D., and for which Younglove & Boggess have the contract.

The American Grain Elevator Co. is making various repairs on its elevator at Cameron, S. D., and putting it in shape to handle the coming crop.

A 30,000-bushel elevator for which the W. S. Cleveland Elevator Building Co. has the contract, will be built at Ommeeme, N. D., by Helgeson Bros.

The W. S. Cleveland Elevator Building Co. is building two elevators for the Imperial Elevator Co., one at Brockett, N. D., and the other at Aneta.

The New Era Coal Co. of New Era, N. D., has let the contract for an elevator of 20,000 bushels capacity to the W. S. Cleveland Elevator Building Co.

The W. S. Cleveland Elevator Building Co. has the contract for the 50,000-bushel elevator which the North Dakota Horse & Cattle Co. is building at Rugby, N. D.

The 20,000-bushel elevator which C. C. Ireys was building at Bow Bells, N. D., has been completed. The W. S. Cleveland Elevator Building Co. had charge of the work.

G. H. Shannard of Bridgewater, S. D., has bought the Spencer Grain Co.'s elevators at Menno, Scotland, Tyndall and Springfield, S. D., and took possession July 15.

The St. Anthony & Dakota Elevator Co. is erecting elevators at Cayoga, S. D., and Ledgerwood, N. D., for which the W. S. Cleveland Elevator Building Co. has the contract.

The Anchor Grain Co. will build elevators of 30,000 bushels capacity at Lone Tree and Berthold, N. D., and have given the contract to the W. S. Cleveland Elevator Building Co.

The McHugh, Gardner Elevator Co. of Duluth, Minn., is building a 35,000-bushel elevator at Dresden, N. D. It will be equipped with a 6-h.p. gasoline engine and a flax cleaner.

The Thorpe Elevator at Forest River, N. D., is being repaired. Besides improving the building itself, various sheds and other old buildings, which gave it an unsightly appearance, are being removed.

The McLaughlin Elevator Co. has under construction a 30,000-bushel elevator at Bisbee and a 40,000-bushel elevator at Brockett, N. D. The W. S. Cleveland Elevator Building Co. is superintending the building of both.

The W. S. Cleveland Elevator Building Co. has recently completed a 30,000-bushel elevator for Winter & Ames at Knox, N. D., and has a contract with the same company for a house of equal capacity at York.

A tornado swept through a large section of the Red River valley in North Dakota on the night of July 15, causing damage to elevators and crops. At Emerado the elevator was overturned and two elevators at Marysville were wrecked.

Fire, caused by a bolt of lightning, recently completely destroyed F. L. Wheeler's elevator at Scotland, S. D., causing a loss of $5,000. Insurance, $3,500. It will be replaced by a 40,000-bushel house for which the W. S. Cleveland Elevator Building Co. has the contract.

Dan Pfremmer, agent Farmers Union Elevator Co., Sisseton, S. D., July 7: With present prospects continued, will have a good crop of small grain; corn backward on account of cool, wet weather; new potatoes, of which there will be a good crop, are on the market; harvest will be about ten days later than usual.

DAKOTA LETTER

Farmers in North Dakota are more prosperous and are adding to the buildings for the storage of grain.

O'Conner Bros of Crystal have recently sold their elevator to the Imperial Elevator Co. of Minneapolis.

Foster & Arnold have secured a site at Berwick, N. D., and announce their intention of building an elevator at once. B. A. P.

OHIO.

Mr. Mote of New Madison has bought the elevator at Dawn, O., of Mr. Hironimus, and will continue the business.

H. G. Pollock, Middle Point, O., July 21: Oats look good yet; corn in fine shape; recent rains exactly what growing corn wanted.

Willis Hodge has bought the Farmers Elevator at Mechanicsburg, O., put in complete repair and is now ready to buy and sell grain.

The Hygienic Cereal Co. has been reorganized at Toledo, O., with $1,000,000 capital stock, to manufacture cereal coffee and breakfast foods.

The next meeting of the Northwestern Ohio & Indiana Grain Dealers Association will be held at the office of Longwell Bros., Van Wert, O.

The first load of new wheat was received at the Travis-Emmick Elevator, McComb, O., July 18. The quality was good; the berry being a little tough.

After an absence of nearly a year on account of rheumatism, A. G. Wood, a well-known grain merchant of Cincinnati, O., was at the Exchange again July 14.

White & Burbank have formed a partnership and have opened the elevator formerly operated by A. C. Cockrell at Burbank, O. They will handle lumber in connection.

The city council of Akron, O., has granted the right to the American Cereal Co. and the C. A. & C. R. R. Co., to build a switching track to the elevators of the former company.

A grain elevator at Pemberville, O., owned by the Hobart-Bowlus Co., was burned on the night of July 16, causing about $15,000 loss, which was partially covered by insurance.

Henderson & Coppeck, grain dealers at Laura, O., have purchased the elevator of a Peiffer & Son at West Milton, O. Albert B. Jones, who for ten years was in their employ at their general store, is a silent partner in the grain elevator at Laura.

A fire which started in the elevator of the Frederick Co. at Harrison, O., July 3, destroyed the third floor of the building as well as the elevator shaft and machinery. The building contained no grain, and loss amounted to $1,000, with no insurance.

The Sylvania Milling Co., which was organized some time ago at Toledo, O., with $10,000 capital stock, will erect a large elevator at West Toledo and conduct a general grain and milling business. President, A. R. Chandler; secretary and treasurer, W. B. Harris; general manager, August Hennig.

The Miami Valley Grain Dealers Association held a meeting at Piqua, O., July 22. The attendance was large, and those present were enthusiastically in favor of association work. They voted to affiliate with the Ohio State Grain Dealers Association, which several of the sixty members already had joined.

Alexander C. Bell and Calvin M. May have retired from the firm of Bell, Newton & Co. at Circleville, O., and Clinton E. Newton will continue the grain and milling business in his own name. Mr. Newton has had nine years of experience in the grain, elevator and mill business and will no doubt make a success of his new undertaking.

Manager S. A. Pool reports that the Travis-Emmick Co. is remodeling its elevator at McComb, O., by putting in a new driveway and wheat, oats and corn dump. The cupola has been raised ten feet to give the proper fall to the eight old bins and four new ones, and new machinery including a boiler and engine will be installed. The company is working hard to make that station one of the best in that part of the state.

PACIFIC COAST.

The Vollmer-Clearwater Grain Co. will establish a bank at Cul de Sac, Idaho.

The Seattle Grain Co. has purchased one elevator and will build another at Reardan, Wash.

Ed Carter has been placed in charge of an elevator on the Northern Pacific road at Spokane, Wash.

The Vollmer-Clearwater Grain Co. of Lewiston, Idaho, recently shipped 5 cars of flaxseed to Chicago on the new freight rate of 60 cents per 100 pounds.

Alexander G. Kent, a clerk of the Seattle Grain Co. at Portland, Ore., was recently taken to the police station together with his wife and four children. He and his wife were both supposed to be out of their minds.

We are indebted to the Daily Commercial News of San Francisco, Cal., for a copy of its annual review, an 80-page handsomely illustrated pamphlet containing much information of interest to those identified with shipping on the coast.

The Everett Grain & Elevator Co. has let the contract for six grain warehouses along the line of the Great Northern in Idaho and Eastern Washington, at Krupp, Lomana, Downs, Edwall, Moscow and Waukon. The company's headquarters are at Everett, Wash.

Fire at Moscow, Idaho, on the afternoon of July 15, destroyed the Pacific Coast Elevator, causing a loss of about $30,000. The building was valued at $15,000 only, but the manager, R. P. Kelly, was also a dealer in farm implements, and a carload of binding twine and a stock of farm implements were included in the loss.

Lawrence & Porter, owners of the grain warehouses at Juliaetta, Idaho, will build a tramway spanning the Potlatch River and extending between the warehouses and loading platform on the railroad. Hitherto the river has been crossed each year by means of a bridge which each succeeding spring has been washed away. The same power will be used for the tramway as is used for their other machinery.

The Vollmer-Clearwater Co. has arranged for the purchase of the plant of the Kendrick Grain Co., at Kendrick, Idaho, and the latter company will become a stockholder in the former. The purchase includes the grain and hay warehouses and the overhead tramway at Kendrick and the warehouses at Clyde Spur, where a new warehouse is being built. The price was in the neighborhood of $8,000. E. P. Atchison, general manager of the Kendrick Grain Co., will retain his position with the Vollmer-Clearwater Co., and also hold stock.

PENNSYLVANIA.

Andrew M. Garber, Salunga, Pa.: Please have Grain Dealers Journal come along, cannot do without it.

Fred Witherspoon and Thomas Walker have purchased the elevator at Mercersburg, Pa., of J. S. Whitmore, who after 25 years in the grain business has decided to retire.

George Raphael, grain dealer, who is a charter member of the Philadelphia Commercial Exchange, recently was presented with a handsomely engrossed set of resolutions by the directors of the Exchange, on the announcement of his retirement from active business. He engaged in the grain business at Philadelphia in 1847.

SOUTHEAST.

Byrd Douglas & Co. have succeeded the firm of Douglas Bros., former dealers in grain at Nashville, Tenn. Bruce Douglas has retired.

E. Blau, agent for Murphy & Co., at Meridian, Miss., on July 18 was convicted of dealing in futures, fined $500 and sentenced to 30 days in jail.

G. T. Burrell & Co. have completed I. B. Payne's elevator at Gallatin, Tenn. It is equipped with a sheller and cleaner and has begun to receive grain.

The elevator of the Henderson Grain & Elevator Co. at Henderson, Ky., was destroyed by fire recently, causing a loss of $25,000, which, however, was covered by insurance.

Nolin Milling Co., Nolin, Ky., July 22: Have about half a wheat crop; so far what has come to market is of poor quality, mostly grading under No. 2; gloomy outlook for the coming year; corn crop in good condition and will make good crop if we have the rain we are beginning to need.

The Tennessee & French Broad Navigation Co. is demolishing the old warehouse on the wharf at Knoxville, Tenn., and will replace it by a new two-story elevator and warehouse. The building will be located as near the bank as possible and the elevator will extend to the wharf, thus making an easy task of unloading and loading boats.

A baseball team has been organized by the wholesale grain dealers of Atlanta, Ga. E. R. Ayers of W. S. Duncan & Co. is manager and first base, J. L. Duncan pitcher, E. H. Waldrop catcher, Fritz Morgan second base, Albert Morgan shortstop, Chap Everett center field, Bob Eubanks third base, Bob Sullivan left field, W. Johnson pitcher, Guy Bowman right field and Claude Florence pitcher.

The Memphis freight bureau is already preparing to take a hand in the fight for Memphis as the grain gateway. However, the bureau will work on the railroads and not with the shippers. The matter which the freight bureau will take up is the division of grain rates made in Memphis. The railroads which will be approached in this connection are the Southern, Frisco and Illinois Central. Commissioner J. S. Davant and Chief Clerk R. F. Sloan of the freight bureau are now preparing communications to the freight departments of the three roads mentioned. They are also preparing statistics upon the grain business and rates through Memphis, to use in connection with the communications to the railroads.

The feature of the grain traffic which is being given attention by the Memphis freight bureau is the rates on grain received from the West and reconsigned from Memphis to the Southeast or the export points specified above as being reached from Memphis. It is to be requested that the through rates from the West to the Southeast and the ports be made to apply to reconsigned grain shipments out of Memphis. In other words, it is desired that when grain is shipped to

Memphis, for which one rate will be made from the shipping point to this city, and is reconsigned after reaching here, the local rate from Memphis to the destination be made the balance on the through rate from the original shipping point to the destination, after the rate from the starting point into Memphis has been deducted. If this concession is granted by the three roads specified it will mean that shippers will have the privilege of shipping grain into Memphis and then reconsigning it to the desired destination without double rates. Brokers and grain dealers in Memphis will then be placed in a better position to deal with the western grain consigners. The Illinois Central is now granting the privilege of reconsignment of grain to local points on its lines in this manner, but will not make the concession where connecting lines are involved.—Memphis News.

SOUTHWEST.

The Illinois Central will erect a 1,500,000-bushel elevator at New Orleans, making its third in that city.

J. S. Mize has been appointed assistant chief grain inspector of the New Orleans Maritime Exchange to be stationed at Chalmette.

The Drummond Mill & Elevator Co. has been incorporated at Drummond, Okla., with $25,000 capital stock. Incorporators: F. L. Green, D. M. Carey, A. B. Light and S. T. Allen.

Smith Long of Paragould, Ark., informs us that P. E. House will build a new warehouse in connection with his mill and put in mill machinery for the manufacture of feed and meal.

Cy Williams, Norman, Okla.: There are two things I can't afford to do without and stay in the grain business—the Grain Dealers Journal and the Texas Association. They are as essential to the business as cash.

Cy Williams, Norman, Okla., July 12: Have had some rain, but not enough, but it will make a fair corn crop; oats yield 50 to 75 bushels to the acre; wheat yield good, testing 55 to 60 bushels to the acre, which will make lots of wheat.

Bribery is alleged to have been employed in defeating the bill before the legislature of Louisiana for the establishment of a state grain inspection department. It is charged that several senators who favored the bill were paid $250 each to leave the chamber when the vote was taken. The bill failed of passage.

E. P. Conger has purchased the interest of Frank McBride in the grain and feed business of Jamison & McBride at Trinidada, Colo. The new partner has been with the firm as bookkeeper for some time and has a knowledge of his new work. Mr. McBride will remain with the firm for a time.

The F. F. Roby Flour & Grain Co. is building a large hay elevator at Colorado Springs, Colo. The building will have a capacity of 158 carloads, or 38,000 bales, and will be used for hay only. The cost probably will be about $7,000. A switch has been arranged for, and the plant will be completely fitted with modern machinery for handling the hay.

TEXAS.

A Mosley & Bro. have completed various improvements to their elevator at Quanah, Tex.

D. F. McMahon, Savoy, Tex., July 9: Wheat good, oats light, poor prospects for corn; cotton crop looks well.

The elevator at Port Arthur, Tex., which was injured during a recent storm, has been repaired and various improvements made.

The Savoy Milling Association has just completed a 25,000-bushel elevator at Savoy, Tex. D. F. McMahon has been employed as manager.

The J. Rosenbaum Grain Co. has about completed the 100,000-bushel elevator at El Paso, Tex., for which G. T. Burrell & Co. had the contract.

D. M. Allen, after several years in the grain business at Beeville, Tex., has sold his business to citizens of San Antonio, and will remove to Missouri.

The Denison Mill & Elevator Co. has been incorporated at San Antonio, Tex., with $30,000 capital stock. Incorporators: J. R. Cullinane, W. T. Beckman and G. L. Blackford.

From statistics published by the Department of Agriculture the rice area of Texas appears to be close upon 200,000 acres. In 1900 the acreage as given by the census was 50,000, and in 1901 as 125 per cent of this, or 112,500 acres.

Campbell & Urquhart and Van A. Webster, grain dealers of San Antonio, Tex., are given a flattering notice in a recent issue of the San Antonio Express. S. N. Fields & Son, M. Marucheau, Andrews Grain Co. and D. W. Luce & Co. also are mentioned.

Quanah Mill & Elevator Co., Quanah, Tex., July 19: Wheat almost a failure in this section; corn will possibly make one-half crop; feed crops good, such as Kaffir corn and hay, also cane; some good rains for the last few days that will make cotton good.

H. B. Dorsey, secretary of the Texas Grain Dealers Association, as a delegate from Weatherford, appeared before the platform committee of the Democratic party recently to urge the incorporation in the platform of a plank for the efficient official gathering of crop statistics by the commissioner of agriculture with a view to disseminating information that will aid in attracting settlers to the state.

The differential in the freight charge for the transportation of wheat and flour is the bone of contention between the millers of Texas and the millers of Kansas and Missouri. The present rate of 5 cents per 100 pounds excess on flour compared with wheat pleases the Texas millers, who are thereby enabled to ship in wheat and grind it in easy competition with their northern neighbors. The Texas millers claim that flour is a more expensive article to transport and ought to pay a higher rate. The Interstate Commerce Commission has been asked to adjust the controversy.

TEXAS LETTER.

The Bay City Milling Co. has increased the capital from $50,000 to $75,000.

Owing to the short wheat crop in Texas this year the bidding on this grain by the local mills is very lively and good prices are being paid for wagon wheat.

The executive committee of the Texas Millers Association met July 22 and appointed a committee to fight the reduction of the differential on wheat shipments from Wichita, Kan.

Chenowth Bros., wholesale grain dealers of Dallas, have nearly completed their new office and large warehouse on Broadway street and will occupy it in the course of the next few weeks.

The Houston Business League is making an effort to raise funds to hold a rice palace and industrial exposition, and from reports they have assurance of success. This will prove an interesting and attractive show, especially as rice is comparatively a new crop in Texas, although the area devoted to this crop is large and growing constantly.

The canalization of the Trinity River by the United States Government means a big reduction in grain rates to the Gulf, as Dallas will have the benefit of water rates and this will cause quite a reduction in the grain rates from the two territories, Kansas, Colorado, etc., and will cause a greater proportion of the grain to move through the Gulf gateways than at the present time. In addition to this it will open a very large tract of land that at the present time is not in cultivation on account of lack of transportation facilities.

Crop conditions in Texas on July 19 could hardly be improved upon. There has been rain in the past few weeks in nearly every portion of the state. In a great many sections of Texas the yield of corn has been greatly in excess of what was predicted. Cotton has improved wonderfully since the rains came, and the hay and fodder crops are all that could be desired and promise very heavy crops. Rice in the coast country is in first-class shape and promises a very large yield. In the counties along the coast there are many new irrigation canals being dug and vast tracts of land are being opened up to rice and sugar cane cultivation.—J. S. W.

WISCONSIN.

A brick grain storage tank for the Gregory & Cook Co. at West Superior, Wis., has been completed by S. H. Tromanhauser.

John Young is erecting a large grain warehouse in the place of the elevator which was destroyed by fire some time ago at Muscola, Wis.

The Wisconsin Grain Dealers Association will hold a meeting at Elkhart Aug. 6. All regular grain dealers are welcome. You cannot afford to stay away.

The W. W. Cargill Co. is having a 25,000-bushel elevator constructed at La Crosse, Wis., for its local business. L. O. Hickok has the contract.

William Litzka had his right foot caught and cut off by a coil of rope July 9 while unloading grain at Elevator B of the Nye & Jenks Co. at Milwaukee, Wis.

J. W. Lauters has purchased the grain elevator of C. H. Witt & Co. at Fredonia Station, Wis., and will move it to another location and fit it for a warehouse. The old site will be used for a new and larger building.

Lightning struck the elevator at Watertown, Wis., during a severe storm on the night of July 14, setting the building on fire, which, however, was extinguished before much damage was done.

G. J. Biddick & Son will rebuild their elevator, which was recently destroyed by fire at Livingston, Wis., and will be in the market for machinery, including a wagon scale with dump attachment.

The suit of the Riter-Conley Manufacturing Co., against the Eastern Railway of Minnesota has been settled out of a court and a motion for dismissal has been filed by the plaintiff. The suit was the outgrowth of trouble over the erection of a steel elevator at West Superior, Wis.

The clearing association of the Milwaukee Chamber of Commerce has recognized the trade in puts and calls by undertaking the settlement of differences in the privilege trade. Traders will hand in their reports to the clearing house each morning and receive checks for the money due them.

THE SUPPLY TRADE

S. H. Tromanhauser of Minneapolis, Minn., has secured the contract for a line of elevators on the Canadian Northern in Manitoba.

The White-Evans Mfg. Co. has been incorporated at Bloomington, Ill., to manufacture J. F. White's grain dump and portable elevator.

P. A. Kilner of Chicago, formerly manager of the York Foundry & Engine Co., has assumed the management of the plant of the Downie-Wright Mfg. Co. at York, Neb.

Moulton & Evans of Minneapolis, Minn., recently shipped a carload of Evans Wagon Dumps to Winnipeg, Man., and a carload to the Fairbanks-Morse Co., St. Paul, Minn.

The Columbus Machine Co. of Columbus, O., is sending out a card in gold and three colors showing a view of the Columbus Gas and Gasoline Engine, and its extensive factory.

The Ohio Hay Press Co. of Bellevue, O., is a new firm, but the members of the company are old in the business of making hay presses. The Ohio Press is the invention of L. Trabue and C. E. Purcell and has been a success from the start.

Get down to bare facts in your advertisements, and set them forth so that even the feeble-minded will not mistake them. Many a promising enterprise has been borne away on a flood of profitless inquiries which would not have swept in upon it had the advertising been comprehensible.—Printer's Ink.

The size of the circulation of a paper is not the only thing to be considered. The quality of the circulation is equally important, while the character of the paper is paramount. From these three factors advertisers are able to get at the approximate value of advertising space.

The Dodge Mfg. Co. of Toronto, Ont., issued its Blue Book No. 4, July 1, containing a complete price list of the Dodge Standard Wood Split Pulleys for grain elevators, with handsome illustrations showing the method of construction and how to take measurements when ordering.

The many employes of the Jeffrey Mfg. Co., Columbus, O., had their seventeenth annual outing July 12 at Idlewilde Park, Newark. Trains left in three sections. Fifteen prize events enabled young and old of both sexes to show their mettle. There was dancing and a vaudeville.

James Stewart, senior member of the firm of James Stewart & Co., died at his residence at Pittsburg, Pa., July 5, at the advanced age of 82. For the greater part of his life Mr. Stewart was engaged in engineering work and elevator construction, which was executed in such a masterly manner as to bring him fame on two continents. He was born at Peterhead, Scotland, in 1820, and came to America at the age of 20, his first contracts being undertaken in partnership with Alexander Mackenzie for the Canadian Government.

The Hall Distributor Co. of Omaha, Neb., was overcrowded with orders in June and among the shipments made may be noted the well-known firms of the Atlas Elevator Co., Minneapolis, Minn.; the Younglove & Boggess Co., Mason City, Ia.; Wells-Hord Grain Co., Central City, Neb.; Trans-Mississippi Grain Co., Omaha, Neb.; La Rose Grain Co., La Rose, Ill.; J. F. Cartright & Co., Davison, Mich.; Banning & Son, Union, Neb.; Morrison & Grindley, Claytonville, Ill.; Wellsburg Grain & Stock Co., Wellsburg, Ia.; Fridolin Wurst, Torrah, Minn.; Link-Belt Supply Co., Minneapolis, Minn., and I. L. Patton & Co., Laurel, Ia.

SEEDS.

Huntington & Page, seed merchants of Indianapolis, Ind., have increased their capital stock from $1,000 to $100,000.

Commissions for handling clover seed at Toledo have not been raised, as contemplated, but are the same as last year.

The annual crop of blue grass seed in the United States is estimated to be from 200,000 to 300,000 bushels.—Government Report.

The Hawkeye Seed Co., successor to the Livingston Seed Co., Des Moines, Ia., is removing to a new location in that city, and will do a mail-order jobbing business.

A seed elevator is to be erected at Harrisville, Mich., for C. W. Conkling of Binghamton, N. Y., by James Lewis. Grass seed will be handled as well as pea and bean seed.

Beerbohm, Paris: The Trifolium crop will be a large one, but fine weather is wanted. The Italian ryegrass crop is also very favorably spoken of, but the recent rains have damaged sainfoin. Very little business is doing so far.

John J. Buffington and Walter H. Wellslager have formed a partnership under the name of John J. Buffington & Co. and will succeed to the business of Samuel Townsend & Sons, wholesale dealers in seeds at Baltimore, Md.

Wilber J. Mandeville, the oldest and the best known seed merchant of Rochester, N. Y., died recently at his summer residence near Despatch, N. Y. He was president of the Mandeville & King Co., vice-president of the Cleveland Seed Co. and a director of James Vick's Sons Co.

Tests of red top seed by Professor Pieters show that high-priced seed is by far the cheapest. A bushel of seed costing $5 yielded 28¼ pounds of good seed, while a bushel offered at $1.10 contained only 1⅓ pounds of good seed. The cheap seed would be dear at 25 cents a bushel.

C. A. King & Co. write: Standard of prime clover seed at Toledo will be modified a little. It will not affect present contracts. Ohio and Indiana dealers unanimously requested it. Directors ordered it. Seed committee recommends that prime should allow a little more brown seed, but must be of good color. Directors will probably approve the grade.

C. A. King & Co.'s annual crop report issued July 18: Clover seed crop is securing a favorable start. Much will depend upon the weather in the near future. Cutting of the first crop has been delayed in some places. Ohio, the largest producer, reports prospect very good. Illinois and Indiana say good. Missouri only fair, while Michigan says it is too early to tell.

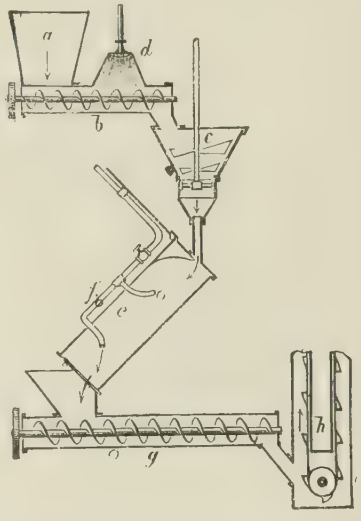
The flaxseed inspection committee of the Chicago Board of Trade has recommended that the grade be changed so that only 12½ per cent of adulteration be permitted in the seed deliverable on contract. A vigorous protest is being made against the raise in the grade. The markets in the Northwest, it is claimed, would get a larger percentage of the crop if the grade were raised at Chicago.

We favor a change in the grading of prime clover seed at this market. We have fought for the change (without success) for three years. We have said that we did not see how No. 2 could be made the contract grade; and do not see yet how it can. Our idea is to have the contract grade named prime, as it is now, but have that grade admit of a little brown or more foreign seed, and a little more dirt than is allowed under the present rule.—J. F. Zahm & Co., Toledo, O.

D. Muller & Co., Hamburg, Germany, July 8: We have an excellent hay crop this year here and in other parts of the continent. Weather has been very favorable for the quality. The outlook for the clover and grass seed crops is good, so far as anything can be said now. White clover is to be harvested in a week or two. Red clover promises good yield on the whole continent, but it will not be harvested before September. Meadow fescue, orchard grass and sheep's fescue will give a good crop and a good deal more than last year, when all grasses were heavily damaged by frost during the winter and spring. Rye grass in Ireland promises a heavy yield; and, indeed, the weather has been very favorable for the growing crops.

Bleaching With Sulphur.

A European apparatus used for the sulphuring of grain is shown in the engraving herewith. From the hopper the grain moves thru a conveyor, above which is a spray of water. The conveyor serves the double purpose of regulating the feed into the apparatus and of distributing the moisture, an object which is more perfectly accomplished in the hopper C, by means of the agitator blades mounted on the vertical shaft.



The moistening of the grain is an indispensable preliminary to the process, for the sulphur smoke has absolutely no effect on perfectly dry grain.

The grain in the drum E is subjected to the action of sulphurous acid gases blown thru the pipes F from a suitable sulphur burner. The treated grain drops into the conveyor G, and is fed into the boot of the elevator.

Broomcorn to the value of $234,308 was exported during the eleven months ending June 1; compared with $219,924, the value of that exported during the corresponding period of 1900-1.

Form For Keeping Record of Markets.

By H. J. C.

The majority of country elevator men do not have the proper blanks for taking market reports, and the fact that they do not is a source of annoyance to them.

Records of transactions are made for future reference, and as the grain man's business is one which makes it a necessity for him to keep posted on the markets, it behooves him to keep records of the prices of the various grains in such a manner that reference to them is the least of his troubles.

The accompanying blank is the form I use, one sheet being good for the entire week. While I am filling in one sheet I have the filled sheet for the corresponding week of the previous year before me. If at any time I desire to know what the market was on a certain date I can quickly ascertain same by referring to my record.

I find this the easiest and most convenient way of keeping these records from day to day, and season to season.

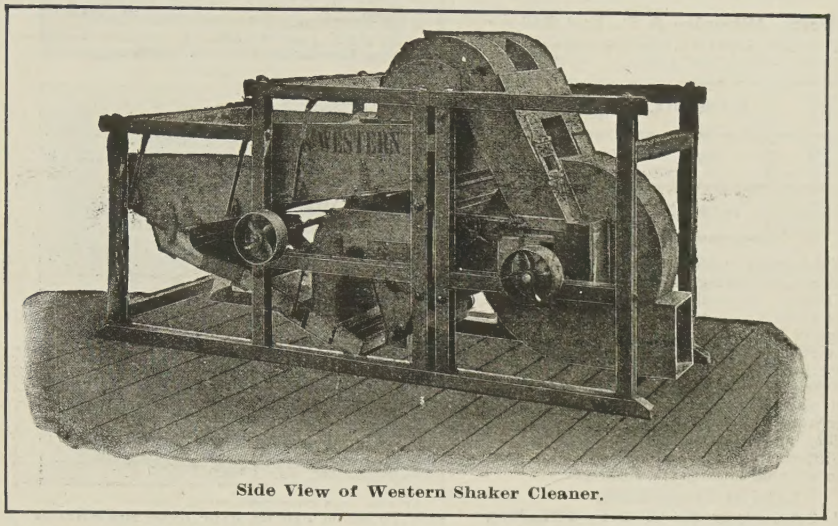
Board of Trade Quotations for Week Commencing Monday 190

CLOSING PREVIOUS WEEK.												
KIND OF GRAIN.		WHEAT.				CORN.				OATS.		
OPTION MONTH.												
Monday	9:30											
	10:00											
	11:00											
	12:00											
	Close											
Tuesday	9:30											
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Saturday	9:30											
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	Close											

The managers of the Berlin Bourse on July 14 in their annual report deplored the continued prohibition of trading in grain futures, saying: No large grain transactions are any longer possible here without reference to American quotations, the Americans shrewdly seizing the opportunity here and in Austria of pushing the interests of the American produce exchanges.

"Western" Shaker Cleaner

Cleans corn, wheat or oats perfectly without changing screens. Using one on your grain will insure enough better grades to pay for it.



Side View of Western Shaker Cleaner.

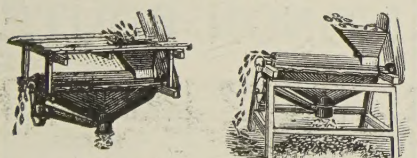
"Western" Corn Sheller

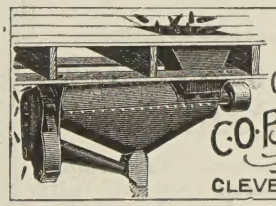
is designed especially for grain warehousemen. It has large capacity and is well built. Its improved adjusting lever makes it possible to adjust the cylinder to any kind or condition of corn while running. Made in eight sizes. Write for catalog and discounts.

Manufactured by **Union Iron Works,**
DECATUR, ILL.

We make a specialty of the machinery and plans for modern elevators—employing a licensed architect.

The Original "TRIUMPH" Sheller
Made of All Iron and Steel. Runs Either Way
TWO STYLES.


NO. 1. NO. 2.
Shells corn either wet or dry entirely clean from the cob. Sold on a strict guarantee.
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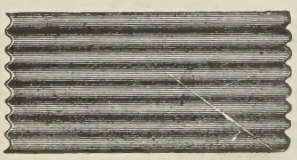

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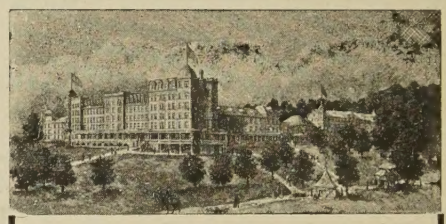
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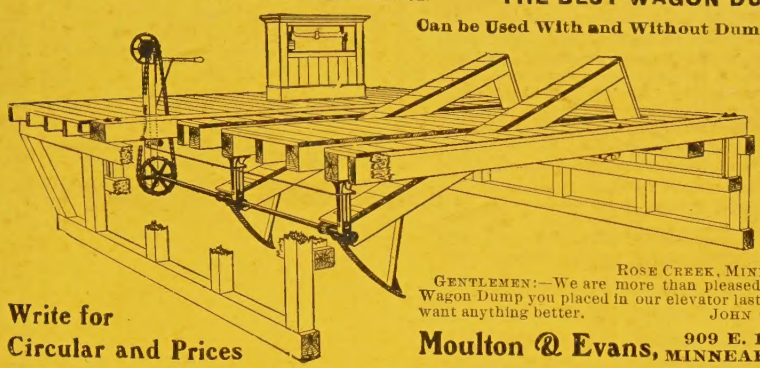
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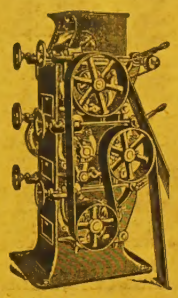
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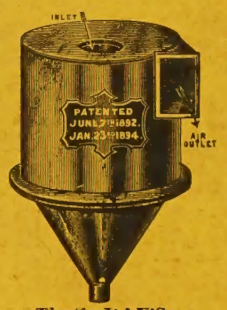
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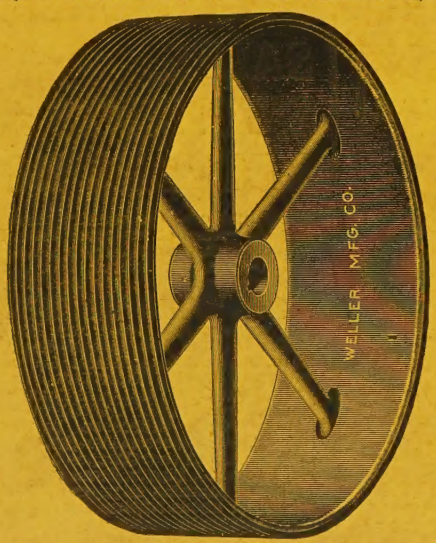
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